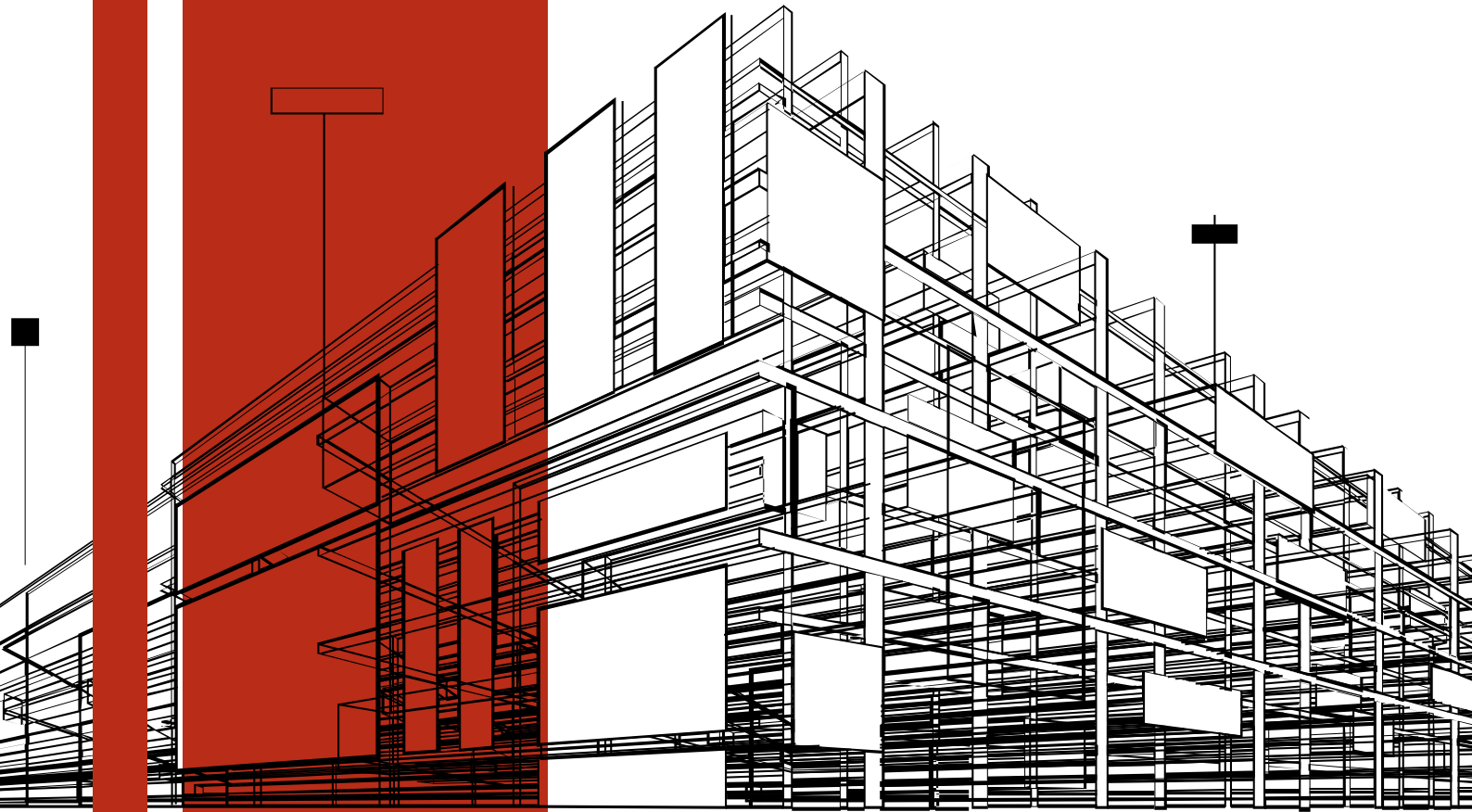




# RESUME BOOK

2024-2025



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# ABOUT

Stanford Professionals in Real Estate (SPIRE) empowers the Stanford community to innovate within real estate, placemaking and the built environment. In 2009, a group of Stanford alumni seized the opportunity to connect alumni, students, educators and staff around real estate. They founded SPIRE to share knowledge, ideas and best practices.

Today, SPIRE is the only alumni club within the Stanford network dedicated to real estate and the built environment. It boasts a community of more than 3,000 Stanford alumni, faculty and students. While SPIRE is an official alumni club of Stanford University, it is also an independent, not-for-profit organization.

SPIRE supports alumni professionals in the real estate industry and larger built environment, affords opportunities and exposure to Stanford students, and encourages Stanford University to develop a robust multi-disciplinary education and research program around the built environment.

**If you are interested in posting a job with SPIRE or if you would like to meet with any of the student clubs, please get in touch with Alex Forhan ([alex@spirestanford.org](mailto:alex@spirestanford.org))**



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# GRADUATE FULL-TIME

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# Alghalia Abulhasan, E.I.T.

Los Angeles, CA • 424-391-7711 • alghalia@stanford.edu • linkedin.com/in/alghalia-abulhasan-341ba81b5/

## EDUCATION AND CERTIFICATION

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<b>Stanford University</b>	<b>Expected 2025</b>
<i>Masters of Science, Civil Engineering, Sustainable Design and Construction</i>	
<i>Graduate School of Business (GSB) Ignite Certification</i>	
<i>Relevant courses: Real Estate Development and Finance, Real Estate Transactions, Negotiation</i>	<b>July 2024</b>
<b>Loyola Marymount University</b>	<b>May 2022</b>
<i>Bachelor of Science, Civil Engineering</i>	
<b>National Council of Examiners for Engineering and Surveying</b>	
Engineer in Training, # 178309	<b>January 2023</b>
Passed PE Exam	<b>May 2023</b>

## EXPERIENCE

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<b>Lands Buildings &amp; Real Estate, Stanford University - Student Intern</b>	<i>April 2024 - September 2024</i>
<ul style="list-style-type: none"> <li>Analyzed water demand of 10 dual plumbed buildings and irrigation demand using excel. Projected future dual plumbed buildings recycled water use and drafted a proposal to enforce dual plumbing in certain new buildings</li> <li>Co-managed compliance for wastewater, drinking water, storm water, water efficiency, by analyzing and reporting water quality data, inspected green water infrastructure, conducted trainings for R&amp;DE staff (landscaping and dining)</li> <li>Created content regarding a timeline of the department efforts, and sent out tips to 800-900 local households</li> </ul>	
<b>Simpson Gumpertz &amp; Heger, Los Angeles - Associate Project Consultant</b>	<b>June 2022 - June 2023</b>
<ul style="list-style-type: none"> <li>Conducted 10+ roofing and exterior walls field investigations, condition assessments, construction observations of various structures including historic buildings</li> <li>Developed air and waterproofing Bluebeam and Sketch Up conceptual sketches for architect</li> <li>Reviewed and marked up various waterproofing product data, shop drawing submittals, and specifications</li> <li>Inspected below grade waterproofing and window mockups for new design and rehabilitation projects</li> </ul>	
<b>Simpson Gumpertz &amp; Heger, Los Angeles - Technical Intern</b>	<b>June 2021- August 2021</b>
<ul style="list-style-type: none"> <li>Reviewed specifications, drawings, and correspondence documents for investigation and litigation projects</li> <li>Conducted field investigations, condition assessments, construction observations, and site inspections</li> <li>Facilitated communication with companies and clients for research, problem solving, and design repair</li> </ul>	

## RELEVANT PROJECTS

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<b>Real Estate Development &amp; Finance</b>
<ul style="list-style-type: none"> <li>Developed a proforma for a housing project in a 2-acre land, visited the site and met with the City of Fremont and provided solutions and a plan for challenges the site faced</li> </ul>
<b>Hack-A-House - Project Sponsor: Ivory Innovations</b>
<ul style="list-style-type: none"> <li>Participated in an affordable housing hackathon and planned affordable housing with ADUs</li> </ul>
<b>ASC - Project Sponsor: Clark Construction</b>
<ul style="list-style-type: none"> <li>Participated in an Integrated Project Delivery competition with the role of analyzing the contracts to solve problems</li> </ul>
<b>Building Systems Design &amp; Analysis - Project Sponsor: Stanford University</b>
<ul style="list-style-type: none"> <li>Analyzed an existing academic building’s energy data and conducted energy simulations to improve energy use</li> </ul>
<b>Equitable Infrastructure Solutions - Project Sponsor: Stanford University</b>
<ul style="list-style-type: none"> <li>Drafted a letter to SF Department of Homelessness and Supportive Housing regarding our feasibility study of our innovative design of converting vacant office spaces to Temporary Supportive Housing (TSH)</li> </ul>

## ACTIVITIES & PROFESSIONAL MEMBERSHIP

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<i>CMAA Liaison, Leaders of the Built Environment</i>	<i>Member, ULI</i>
<i>Member, Associated General Contractors of America</i>	<i>Volunteer, Habitat for Humanity</i>

## SKILLS

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**Engineering:** Microsoft Office, Bluebeam, Revit, AutoCAD, SketchUp, ArcGIS, MATLAB, OpenStudio, Civil 3D, AGi32,  
**Languages:** Arabic, English

# Jovan Aigbekaen

jua@stanford.edu | +1 978 201 2960 | 60 Hidden Rd, Dracut, MA 01826 | www.linkedin.com/in/jovan-aigbekaen/

## EDUCATION

<b>Stanford University</b>	<b>June 2025 (Expected)</b>
<b>M.S., Civil and Environmental Engineering: Sustainable Design &amp; Construction</b>	GPA: 4.10
<ul style="list-style-type: none"> <li>Concentration in Energy</li> <li><i>Relevant coursework:</i> Building Systems Design &amp; Analysis, Life Cycle Assessment, Advanced Building Modeling, Techniques and Strategies for Decarbonized Infrastructure, Infrastructure Project Development</li> </ul>	
<b>Princeton University</b>	<b>May 2023</b>
<b>B.S.E., Electrical and Computer Engineering</b>	GPA: 3.44
<ul style="list-style-type: none"> <li>Concentration in Energy and the Environment; certificate in Program in Architecture and Engineering</li> </ul>	

## SKILLS

- BIM:** Revit, AutoDesk360, Insight, Sketchup, OpenStudio, EnergyPlus, Rhino
- Data Analytics:** Python, C/C++, MATLAB, R, Java
- Technical Reporting & Visualization:** Microsoft Office (Excel, Word, PowerPoint), Adobe InDesign

## CERTIFICATIONS

<b>LEED Green Associate – Green Business Certification Inc. (GBCI)</b>	<b>September 2024</b>
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## PROFESSIONAL EXPERIENCE

<b>Stanford Long-Term Investing</b>	<b>Stanford, CA</b>
<b>Student Researcher</b>	<b>December 2024 – Present</b>
<ul style="list-style-type: none"> <li>Investigating innovations in asset-liability management for pensions, endowments, and other institutional investors</li> <li>Developing case study research project focused on evaluating approaches for integrating climate risk and sustainability into asset-liability modeling</li> </ul>	
<b>U.S. Green Building Council</b>	<b>Washington D.C.</b>
<b>LEED Technical Development Intern</b>	<b>June 2024 – August 2024</b>
<ul style="list-style-type: none"> <li>Conducted extensive research into social equity discourse in the green building market to support the redevelopment of a LEED v5 prerequisite and associated credits</li> <li>Facilitated outreach and interviews with 10 industry practitioners and regional entities to acquire market insights</li> <li>Composed a novel analytical approach to enhance data processing and analyses of LEED Public Comment data</li> <li>Synthesized findings into a comprehensive report which provided critical insights and strategic recommendations for LEED v5 credit compositions and USGBC outreach and marketing practices in preparation for Public Comment 2.</li> </ul>	
<b>Foss Research Centre for Sustainable Energy</b>	<b>Nicosia, Cyprus</b>
<b>Research &amp; Data Analyst Intern</b>	<b>May 2021 – August 2021</b>
<ul style="list-style-type: none"> <li>Developed a predictive day-ahead forecast to model the power performance of a PV system using machine learning</li> <li>Collected, processed, and validated climate, meteorological, and positional data to train and evaluate the model</li> <li>Produced comprehensive report examining the influence of input parameters on forecast performance</li> </ul>	

## RESEARCH AND PROJECT EXPERIENCE

<b>AEC Global Teamwork Project – Stanford PBL Lab</b>	<b>January 2024 – May 2024</b>
<ul style="list-style-type: none"> <li>Spearheaded the design and implementation of innovative HVAC and façade strategies for thermal comfort and energy efficiency in a comprehensive integrated project design</li> <li>Served as sustainability and energy lead; conducted energy simulations and embodied carbon assessments</li> <li>Developed detailed and coordinated BIM models; leveraged emerging simulation and VR technologies</li> <li>Produced a modular, and highly energy efficient building design with optimized IEQ and reduced carbon impact</li> </ul>	
<b>Multimodal Sensing for Environmental Monitoring – Princeton University Senior Thesis</b>	<b>September 2023 – May 2024</b>
<ul style="list-style-type: none"> <li>Designed a mobile sensing device and data management system for semi-autonomous, real-time urban-environmental monitoring using air pollutant sensors and a street view imaging</li> <li>Optimized for material cost, design efficiency, future producibility at a large-scale, and social potential</li> <li>Developed machine learning algorithm to assess predictive capability of quantified features from field data</li> <li>Delivered oral presentation and 114-page report documenting research process, findings, and recommendations</li> </ul>	

## LEADERSHIP EXPERIENCE

<b>USGBC Equity Roundtable – Greenbuild 2024</b>	<b>November 2024</b>
<b>DEI Liaison – Stanford Doerr School for Sustainability</b>	<b>October 2023 – June 2024</b>

## Chween An Beh

Stanford, CA 94305 | 650 5469136 | [chweenan@stanford.edu](mailto:chweenan@stanford.edu)  
<https://www.linkedin.com/in/chween-an-beh>

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### RELATED EXPERIENCE

Stanford University – Managing Construction and Fabrication Teaching Assistant September 2024 – Present

- Assisted the professor during class sessions and managed the grading of assignments and final projects.
- Guided students on the Data-Driven Construction Management project, offering technical and conceptual support to enhance learning outcomes.

City and County of San Francisco – Student Design Trainee June 2024 – Present

- Managed bid preparation for construction projects, including conducting comprehensive background checks on bidders, reviewing bid items and technical specifications, and preparing contract documents to ensure compliance with project requirements.
- Developed and implemented applications that optimized document formatting processes and team management tasks, significantly reducing processing time and improving overall project efficiency.

Gamuda Engineering Sdn Bhd – Site Engineer | BIM Engineer Oct 2022 – Aug 2023

- Played a key role in the development of comprehensive Revit Building Information Models (BIM) for a housing project comprising 528 units, encompassing both architectural and structural elements.
- Led and facilitated technical coordination meetings, fostering collaboration among clients, general contractors, and consultants to ensure seamless project execution.
- Managed project activities for a high-rise apartment development, overseeing site inspections, progress tracking, and maintaining detailed documentation (e.g., RFIs, submittals).

### EDUCATION

Stanford University, CA | MS Sustainable Design and Construction | CGPA: 3.919 Expected Graduation: April 2025  
 Universiti Putra Malaysia | Bachelor of Civil Engineering with honors | CGPA: 3.843 Graduation: Dec 2022  
*Final Year Project: The development of earthquake response spectrum for far-field and near-field earthquakes using artificial neural networks.*

### LEADERSHIP EXPERIENCE

Student Staff at Stanford School of Engineering Oct 2023 – June 2024

- Organized networking events for engineering students, with a focus on supporting international students and their families in adapting to American culture.
- Assisted in coordinating the Global Engineering Internship Program, facilitating the placement of over 30 students in developing countries across Asia.

### RELEVANT COURSEWORK

Computer Integrated AEC Global Teamwork:

Collaborated with international team members to design an educational building in Puerto Rico, focusing on interdisciplinary coordination and computer-integrated design solutions. ([PBL – Island 2024](#))

Artificial Intelligence Application in AEC Industry:

Partnered with a start-up (iDRC) in China to optimize HVAC systems using machine learning, resulting in a 21% reduction in electricity costs.

Introduction to Urban System:

Gained a comprehensive understanding of sustainable urban development, utilizing systems-based modelling, performance metrics, and interdisciplinary frameworks to analyse and design integrated urban infrastructure systems.

### TECHNICAL SKILL

Revit | Dynamo | AutoCAD | Navisworks | Autodesk Construction Cloud | Microsoft Word | Excel | PowerPoint | R Studio | Shiny | MATLAB | HEC-RAS | Arduino | Python

# LESLIE ESPINOZA CAMPOMANES

450 Oak Grove, Menlo Park, 94205

(650) 714-7440

leslieec@stanford.edu

linkedin.com/in/leslieespinozacampomanes

## SUMMARY OF QUALIFICATIONS

Highly motivated and accomplished professional with a robust background in AI, data science, bioengineering, biomedical engineering, and human rights. Demonstrated ability to solve complex problems through quantitative and qualitative analysis. Proven track record of working collaboratively with diverse teams and experts across private, public, and social sectors. Strong communication and leadership skills, with extensive experience in mentoring and project management.

## EDUCATION

### STANFORD SCHOOL OF MEDICINE, Stanford, CA

**MS**, AI Biomedical Informatics

2025

GPA: 3.8/4.0.

- Awardee of the IDHE Fellowship by the Radiation Oncology Department.
- Recipient of the Award of Teaching Assistantship Excellence in the Bioengineering department.
- Focus: AI/ML in Pangenome and Cancer genomics for prevention and treatment efficacy.

### STANFORD UNIVERSITY, Stanford, CA

**B.S**, Bioengineering and Biomedical Engineering

2023

GPA: 3.82/4.0.

- Leland Scholar with full-ride for 4-year college
- Vice Provost Undergraduate Education STEM fellow for outstanding academic performance in STEM research in Neuroscience working in prenatal neuronal development at Luo Lab
- Recipient of BioDesign fellowship evaluating innovation gaps in urologic diseases, prostate cancer at Stanford Hospital.
- Finalist in the Rice-360 Global Challenge with a low-cost Pneumonia detection device
- Basser fellow designing eco-friendly and sustainable ventilation systems in high-altitude Andean villages Student
- Advisory Board for Stanford Thinking Matters Program evaluating mandatory college introductory programs impact
- Research Assistantship advised by Prof. Camarillo, working on energy absorption efficacy for concussion prevention in sports
- Spanish Medical interpreter and Preclinical navigator in Stanford Free Clinics in San Jose

**B.A**, Human Rights

GPA: 4.13/4.0.

- Center for Human Rights and International Justice Summer Grant recipient
- Developed STEM educational and leadership bootcamp program for 250 Peruvian Indigenous kids in K12
- Honor thesis about STEM education pedagogies in minority communities.
- Stanford Seeds of Change Leader advising STEM opportunities for minority high school girls in East Palo Alto

## PUBLICATIONS

- Espinoza Campomanes LA, Gupta M, Shahrokh Esfahani M, “Unlocking Clinical Associations Through Improved Telomere Length Estimation via cfDNA Profiling with VERACITY” Manuscript in preparation.
- Cecchi, N. J., Liu, Y., Vegesna, R. V., Zhan, X., Yang, W., Espinoza Campomanes, L. A., Grant, G. A., & Camarillo, D. B. (2024). A wearable hydraulic shock absorber with efficient energy dissipation. *International Journal of Mechanical Sciences*, 270, 109097. <https://doi.org/10.1016/j.ijmecsci.2024.109097>
- Wang, D. C., Wu, Y., Mehaffy, C., Espinoza-Campomanes, L. A., & Luo, L. (2024). Distinct neural representations of hunger and thirst in neonatal mice before the emergence of food- and water-seeking behaviors. *bioRxiv* [Preprint]. <https://doi.org/10.1101/2024.09.22.614378>

## TECHNICAL SUMMARY

- Programming Languages: R, Python, C++, C, Matlab, SQL.
- Software and Tools: CAD (Computer-Aided Design), UX design tools, Arduino.
- Data Analysis and Machine Learning: Experienced in statistical analysis, machine learning (ML) algorithms, artificial intelligence (AI) applications, and big data analytics.
- Languages: Spanish (Native), English (Fluent), Quechua (Intermediate).
- Leadership and Inclusion: Peruvian National Science Club, Microsoft Peru speaker advocating for digital tools in rural villages, Trainer martial arts fitness program, and volleyball player.

## EXPERIENCE

### Professional Experience (STEM)

- STANFORD MEDICINE RADIATION ONCOLOGY**, Stanford, CA 2024 - Present
- Work in cancer multi omic data analyses using pan genome strategies and testing in several ML models.
  - Develop novel ML method for telomere length estimation in cell-free DNA and TCGA data to evaluate cancer progression
  - Interdisciplinary collaboration with labs across oncological focuses: diagnoses, treatment, prognosis
  - Advise and supervise inclusion diversity in health quality practices and events within the Radiation Oncology department.
- UC BERKELEY COLLEGE OF COMPUTING, DATA SCIENCE AND SOCIETY**, Berkeley, CA 2024
- Teaching Assistant**, Summer Program in R Programming
- Run a long-running R course for historically black colleges and Berkeley students
  - Facilitated workshops and dynamic breakout sessions with 30 students
- STANFORD SCHOOL OF ENGINEERING**, Stanford, CA 2020 - 2024
- Research & Teaching Assistant**, *Bioengineering and Biomedical Engineering*
- Mentored 55 upperclassmen in Bioengineering with Biodesign project-based courses deterministic for their careers.
  - Co-developed the first capstone course syllabus using generative AI as a project resource.
  - Facilitated 56 students in building blood centrifuges from scratch, involving electronics, CAD, laser cutting, and programming.
  - Evaluate, provide feedback, and support students' and team's performance and their collaborative work
  - Facilitated networks and speaking series with professors and entrepreneurs within and outside the Bioengineering department for research discussion and industry collaborations.
  - Run logistics of the course, items design, ordering, assignments development and grading, office hours, and interactive events.
- Course Administrator: Introduction to Laboratory Research in Cell and Molecular Biology.**
- Developed a program to optimize lab registrations and work status, as well as students participation and engagement
  - Programmed data models that support the workload of teaching members by setting notifications of assignments with more traffic.
- TANGIBLE SCIENCE**, Redwood City, CA 2023
- BioDesign Intern**, Marketing and Sales
- Improved the business plan based on customer data over the past 5 years.
  - Conducted needs-finding evaluations with a team of 2 in contact lens care for patients with rare conditions.
  - Strategized and prototype 4 sales and marketing campaigns for current and upcoming products.
- LIVANOVA**, San Francisco, CA 2022
- Business Development Intern**, Sales
- Analyzed 25-year with data on past and current customer profiles and services.
  - Conducted business and clinical research in 10 hospitals to identify and select newmarket in cerebrovascular diseases across the U.S.
  - Implemented strategies to boost startup evaluations for the Neuromodulation division. Narrowed to 3 startup acquisitions.
- HOSPITALES MADRID AND CINAC NEUROSCIENCE CENTER**, Madrid, Spain 2022
- Clinical and Medtech Intern**, Neurology Department
- Collaborated in 25 clinical and consultations rotations at leading neuroscience research center for Parkinson's Disease
  - Evaluated 5 clinical studies and bioengineering research on HIFU non-invasive Parkinson's procedures

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 Social Impact - Passion Projects
 

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**STANFORD UNIVERSITY CENTER FOR TEACHING AND LEARNING**, Stanford, CA 2020-2022  
**IDEAL Pedagogy Program Development Associate**

- Designed training systems focused on inclusive, diverse, equitable, and accessible learning for the ~7000 undergraduates at Stanford.
- Collaborated with 5 STEM faculty to develop inclusive syllabi and workflow.

**TECHSUYO**, San Francisco, CA 2024  
**Program Design Lead**

- Organized and developed a conference program for 150 Peruvians working in different sectors in STEM in Silicon Valley.
- Led Peruvian Frontiers of Knowledge panel with PhD candidates and faculty from Stanford about current cutting edge research
- Reach out and collaborate with speakers and their contact for the conference in different fields and companies coming from Google, Apple, Walmart, Uber, Meta, Amazon, etc.
- Elaborate a dynamic and community building program through the two days of the conference.
- Coordinate with multiple teams: sales and marketing for conference outreach.

**STANFORD LATIN AMERICAN VOICES OF POLITICS**, Stanford, CA 2020  
**Program Manager and Healthcare Systems Panel Coordinator**

- Organized panels with health 10 leaders from WHO, PAHO, governments from Latin America & the Caribbean.
- Moderated an international conference with over 1,000 attendees about COVID-19 public health strategies.

**UNITED NATIONS FOUNDATION**, Washington DC 2018  
**Girl Up Latin American Ambassador**

- Represented Latin American feminism in discussions with 3 U.S. Senate representatives.
- Featured and interviewed at international conferences with 2000 attendees including public figures about gender equality and teen advocacy.
- Led of outreach and fundraising campaigns obtaining + \$10,000.

**ALEUP ASSOCIATION**, Lima, Peru 2016-Present  
**Co-Founder and Data Analytics Director**

- Created a program to match +1500 students with mentors across Latin America to support academic progress
- Coordinated a digital workflow donation campaign of \$10000 for educational supplies to 250 Andean families.
- Collaborated with +50 NGOs, school principals, and community leaders to identify Peruvian Indigenous vulnerable communities
- Provided workshops and opportunities for all staff from +10 countries to connect around the world
- Led fundraising to provide food, medical, and school supplies for 450 people during COVID shelter-in place

## HONORS AND AWARDS

- Inclusion Diversity and Health Equity Fellow, 2024
- Stanford full-ride scholarship for undergraduate education, 2019 - 2023.
- Google Latinx Scholar in the Latinx Google Summit selected from over 900 applicants, 2022.
- [Intel WiSci \(Women In Science\) featured Scholar of Excellence, 2021.](#)
- [Stanford VPUE STEM Scholar for cutting-edge STEM leadership and research, 2020 - 2023.](#)
- [Featured in Stanford Daily for fundraising campaign for low-income families in Peru, 2020](#)
- Microsoft Peru keynote speaker advocating for digital tools in Peruvian rural villages which turned into a project by Ministry of Education Peru, 2019
- Opportunity Funds Scholar from the U.S. Department of State in Peru, 2018
- Keynote speaker at Help Peru Conference because of national high potential student, NYC, 2018
- Peruvian ambassador speaking with US Senates and UN officials at UN Foundation Global Leadership Summit, 2017
- One of twenty Peruvians to be selected to participate in APEC and Women In Science camp hosted by the United Nations, Peru, 2016
- Selected Peruvian to speak with Michelle Obama at the International Day of Girls 2016.

# Angelique Charles-Davis

347-268-8104 | angeliquecd02@gmail.com | [Linkedin](#)

## EDUCATION

**Stanford University** Stanford, CA  
*Computer Science (M.S.)* 03/2025  
 GPA: 4.02  
 Relevant Coursework: Natural Language Processing, Deep Learning, Complexity Theory, Database Mining

**European Summer School in Logic, Language and Information** Leuven, Belgium  
 Completed a rigorous 2-week course in topics across linguistics, logic, and computer science 07/2024-08/2024  
 Relevant Coursework: Language Model Programming, Generative AI with Knowledge Representations, Conversational AI

**Stanford University** Stanford, CA  
*Symbolic Systems (B.S.)* 06/2024  
 Minor: Modern Languages (French and Spanish)  
 GPA: 4.03  
 Relevant Coursework: Artificial Intelligence, Web Design, Data Structures and Algorithms, Operating Systems, Linguistics  
 Honors: Graduated with Distinction, Boothe Prize for Argumentative and Expository Writing

## EXPERIENCE

**Professor Stephen Choi, NYU School of Law** Remote  
*Research Assistant* 06/2023-01/2024

- Assisted in study examining corruption risk faced by hundreds of multinational companies by generating detailed statistical analysis of regional, national, and company trends from 2012 through 2020 in R and implementing methods for automated dataset queries for customizable regions

**Chaka Team at SUMMA** Santiago, Chile  
*Project Intern* 06/2023-08/2023

- Researched pedagogical interventions at the cutting edge of education research, and synthesized findings into a unified framework for teacher evaluation and improvement, working exclusively in Spanish
- Generated a detailed analysis of over 35 hours of classroom footage across five underserved schools in Arica, Chile

**Interactive Language Processing Lab at Stanford** Stanford, CA  
*Research Intern* 06/2022-03/2023

- Designed psycholinguistic research project and implemented web-based experiments using HTML/CSS and React, built with the Empirica API on the Meteor development framework
- Executed Bayesian data analysis and linear regression in R to identify key variables influencing redundancy in crosslinguistic referring expressions
- Co-authored abstract accepted to the 2023 XPrag Conference in experimental pragmatics

## PROJECTS

*Quantifying Style-Shifting Patterns in Quebecois French* 01/2024-present

- Designed and currently conducting sociolinguistic study using Praat scripting and measurement tools and a Montreal Forced Aligner custom acoustic model
- Executing comprehensive data analysis and mixed-effects regression across seven phonetic variables using R

*Analysis of Global Study Abroad Patterns According to the World Bank* 09/2024-10/2024

- Conducted an SQL-based analysis of four datasets totaling over 1 GB in size that examines student migration patterns and their relationship to relative purchasing power, healthcare access, and reproductive healthcare

## SKILLS

- Advanced in Python (Pytorch, TensorFlow), C++, C, R, HTML/CSS, Java, Javascript (React, Node.js), SQL (MySQL), Praat
- Proficient in Rust, Haskell, Agda, Racket, NetLogo
- Fluent in French, Advanced in Spanish, Proficient in German

# Uli - Uluc Kaan Degirmenci

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## EDUCATION & SKILLS

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### Stanford University, Expected Graduation: Winter 2025

- M.S. Civil & Environmental Engineering: Sustainable Design & Construction - Energy
- Stanford Business School – Ignite, SPIRE Liaison
- **Relevant Experience:** Eastdil Real Estate Finance Training Program, Real Estate Development (CEE248), Project Finance (CEE227)

### University of California, Berkeley, Class of 2020

- B.S. Civil and Environmental Engineering. GPA: 3.4
  - **Certifications:** E.I.T (Engineer-in-Training), LEED Green Associate, OSHA 30, AIPMM CPM
  - **Technical:** Python, Excel, Revit, MATLAB, AutoCAD, Bluebeam, SketchUp, SQL, GIS, Procore, PowerBI
- 

## WORK EXPERIENCE

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### DPR Construction, Redwood City, CA

#### *Innovation & Ventures Intern, DPR Innovation*

*June 2024- August 2024*

- Led construction software pilots in 3 different projects. Worked with the development team to implement updates
- Scouted and evaluated 8 ConTech startups. Led piloting efforts for two and the investment evaluation for one.
- Organized and performed construction robotics demos for on-site applications. Evaluated and forecasted potential returns and risks
- Conducted life-cycle analysis (GWP & cost) for newly developed R&D products
- Developed investment criteria and a benchmarking tool for corporate venture capital investments

### Clark Pacific, Sacramento, CA

#### *Senior Engineer, Innovation & Product Management*

*September/2021- July/2023*

- Led strategic partnerships with construction-tech companies (e.g. CarbonCure & Vita Industrial) and startups and the integration of their products into operations
- Created financial models and logistics plans for switching to 100% on-site solar in the manufacturing facility.
- Led the in-house innovation and sustainability effort. Studied various concrete mix design options with high SCM replacement to minimize carbon emissions
- Conducted life-cycle analyses for standard products and performed time & motion studies to identify potential areas for efficiency and sustainability improvements as well as cost savings
- Engaged potential clients and developed high level building models, schedules and campus maps.

### Clark Pacific, Santa Clara, CA

#### *Project Engineer, General Contracting*

*July/2020-September/2021*

- Managed project cost and identified foreseen issues through potential change orders
  - Prepared and executed sub-contracts, managed information flow to the local jurisdiction
  - Oversaw field operations
- 

## PROJECTS & RESEARCH

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### Stanford Energy Club- Climate Investing Community, Stanford, CA

#### *Project Lead*

*December/2023-March/2024*

- Assisted climate-tech startups with community outreach for crowdfunding, finding advisors, investors, and green financing options.

### Innovation Index, Stanford, CA

#### *Research Assistant*

*January/2024-Present*

- Explored existing literature on corporate innovation to understand key metrics
- Developed a framework for corporate innovation through findings and primary research with technology partners

### PermitPal, Stanford, CA

#### *Member*

*March/2024-June/2024*

- Explored potential indicators to predict community opposition for large scale renewable energy projects
- Identified county-specific metrics to assist developers with the permitting process

### Public Speaking Tutoring, Stanford, CA

*September 2024- Present*

# Lydia E. Deneen

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## EDUCATION

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**Stanford Graduate School of Business** Class of 2025  
*Master of Business Administration Candidate* Stanford, CA

- Knight-Hennessy Scholar (full-tuition merit-based scholarship, <1% acceptance rate)

**College of the Holy Cross** May 2016  
*Bachelor of Arts: Mathematics and Economics* Worcester, MA

- College Honors Program (30 students of 700-student class)
- Division I NCAA Golf (Athlete and Captain); Ski Team (Athlete and Captain)

## PROFESSIONAL EXPERIENCE

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**The Baupost Group** - \$25B+ hedge fund led by Seth Klarman 2023  
 Summer Analyst, Private Real Estate Team Boston, MA

- Evaluated US real estate private equity and credit opportunities (\$50M - \$300M+ deal size). Executed underwriting, diligence, risk analysis, and investment memo drafting.
- Worked directly with Principal and Partner; attended Investment Committee. References upon request.

**The Fallon Company** - real estate development firm, \$6B+ development portfolio 2018 – 2023  
 Director (2020–2023), Associate (2019–2020), Analyst (2018–2019) Boston, MA

- Directed acquisition and development efforts for large-scale mixed-use urban projects, working directly with C-suite on \$200M - \$1.5B opportunities.
- Managed underwriting, diligence, sourcing, sale and lease negotiations, and joint venture agreement negotiations with institutional capital partners. References upon request.

### Select Transaction and Development Experience

- \$1.2B Boston life sciences development ground lease acquisition, largest deal for firm in 15 years
- \$300M waterfront condo development in Boston, MA
- \$40M disposition of retail and parking portfolio in Boston, MA
- \$8M acquisition of residential land in Charlotte, NC
- \$200M high-rise residential development in Raleigh, NC

**Raymond James Financial** - \$1.2T AUM investment advisor 2016 – 2018  
 Associate, Wealth Management Boston, MA

- Executed trades and assisted with portfolio management for high-net-worth clients.
- FINRA Series 7 & 66 licenses.
- Managed internship program, including interviewing, hiring, and liaising between team and 2 interns.

## OTHER

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**Relevant Skills + Classes + Clubs:** Financial modeling; Argus; *Housing and Mortgage Markets* (Stanford course); *Corporate Financial Modeling* (Stanford course); *Training the Street* courses; Commercial Real Estate Certificate Program (Cornell); *Fundamentals of Investment Analysis – Real Estate* (college course); Stanford GSB Climate Impact Fund Investor (selective); Climate-focused Global Study Trip to India (Stanford)

**Leadership + Personal + Interests:** 100% acceptance rate to top US business schools; co-founded investing summer youth program; New Zealand citizen (dual); 2x Boston Marathon and half-ironman finisher; captained 5+ competitive sports teams; outdoors enthusiast (backcountry skiing, trail running, hiking, etc.)

## BRYCE FARRELL

farrellb@stanford.edu • <https://www.linkedin.com/in/brycefarrell/> • (818) 606-6567

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I am seeking a challenging role where I can contribute my commercial development and market analysis expertise while further developing my knowledge of real estate investing. I am a self-motivator with a strong work ethic and team-oriented mind. My goal is to contribute to a successful organization where I can leverage my abilities to deliver meaningful results, grow professionally, and promote a culture of continuous improvement.

### EDUCATION

- 2024 – present **Stanford University**, Stanford CA  
MS Candidate in Earth Systems
- Cumulative GPA: 3.7/4.00
  - Relevant Coursework: Renewable Energy and Storage, Energy Efficient Technology, Sustainable Energy, Sustainable Development, Environmental Economic Policy
- 2020 – 2023 BA in Economics
- PAC-12 Academic Honor Roll 2021–2023
  - Relevant Coursework: Empirical Environmental Economics, Financial Economics, Multi-Variable Calculus, Energy Markets and Policy, Electricity Economics

### EXPERIENCE

- 2022 – 2024 **Acquisitions Analyst**, Aventine Development Corporation
- Worked closely with the CEO; invited back for 2 summers to ensure project completion
  - Conducted comprehensive market research in 20 cities using financial analysis and valuation methodologies leading to the acquisition of 4 properties
  - Developed and presented detailed marketing presentations to potential tenants, generating monthly cash flows to increase property value for buyers
  - Managed a multi-million-dollar project while handling stakeholder outreach initiatives leading to a 30,000 square foot development
- 2020 – present **Division I Football Player**, Stanford University
- Team captain/leader during the 2023 and 2024 season, leading over 100 peers while establishing team standards and upholding accountability through continuous mentorship
  - Scored 2 touchdown against a nationally recognized opponent, demonstrating resilience and helping lead Stanford to the largest comeback victory in program history
  - Committed over 35 hours per week to meetings, workouts, and practices, while successfully managing a rigorous academic and competition schedule
  - Built strong relationships with teammates and individuals from diverse backgrounds, fostering teamwork and collaboration toward shared goals

### LEADERSHIP

- 2023 – present **Community Volunteer**, Lifetime Cardinal
- Led and assisted in 11 community service initiatives throughout the Bay Area, providing mentorship and guidance to over 100 children in underprivileged communities
  - Assisted in organizing 4 seasonal events at the Lucile Packard Children's Hospital

### SKILLS

- Financial Analysis, Market Analysis, Project Management, Property Acquisitions
- Advanced Excel Financial Modeling, R, Data Management, Regression Analysis
- Cross-Functional Teamwork, Interpersonal Communication, Peer Leadership

## Education

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<b>STANFORD GRADUATE SCHOOL OF BUSINESS</b>	Stanford, CA
<i>MBA Candidate</i>	2025
<ul style="list-style-type: none"> <li>• Certificate in Public Management and Social Innovation.</li> <li>• TA, Housing and the Mortgage Market (course on mortgage markets, housing finance, fintech, and proptech).</li> </ul>	
<b>UNIVERSITY OF CALIFORNIA BERKELEY, GOLDMAN SCHOOL OF PUBLIC POLICY</b>	Berkeley, CA
<i>Master of Public Affairs</i>	2023
<ul style="list-style-type: none"> <li>• Winner of James R. Boyce Affordable Housing Competition Studio.</li> <li>• Graduate Student Researcher, Turner Center for Housing Innovation.</li> </ul>	
<b>HARVARD UNIVERSITY</b>	Cambridge, MA
<i>A.B. with high honors in History and Literature</i>	2014

## Experience

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<b>RELATED CALIFORNIA</b>	San Francisco, CA
<i>Affordable Housing Summer Associate</i>	Summer 2024
<ul style="list-style-type: none"> <li>• Supported two cross-functional teams on eight new construction, multi-family affordable housing projects in all phases of development, from sourcing and evaluating deals to financing, design, construction and lease up.</li> <li>• Conducted financial analysis and due diligence on affordable housing projects, including preparing budgets, cash flow projections, and financial models.</li> </ul>	
<b>MISSION ECONOMIC DEVELOPMENT AGENCY (MEDA)</b>	San Francisco, CA
<i>Community Real Estate &amp; Policy Intern</i>	Summer 2023
<ul style="list-style-type: none"> <li>• Executed due diligence on entitlement feasibility and potential to deploy conventional and soft debt financing to acquire and develop four prospective affordable housing deals.</li> <li>• Produced nine research-based memos to inform organization's housing policy advocacy at city and state level.</li> </ul>	
<b>HOUSING &amp; HOMELESSNESS PROGRAM AND FUND DEVELOPMENT</b>	Various US
<i>Consultant</i>	2020-Present
<ul style="list-style-type: none"> <li>• Engaged by six public, private, and non-profit clients to lead program design and fund development consulting projects.</li> <li>• <b>Program Design:</b> Designing a toolkit for launching young adult shelters - <i>Massachusetts Executive Office of Health and Human Services</i>, Program and evaluation design for new cash transfer program - <i>Boston Area Youth Cash Assistance for Stable Housing (BAY-CASH)</i>, Launching an outdoor service hub during Covid-19 - <i>City of New Haven</i>.</li> <li>• <b>Fund Development:</b> Developing a fund development program - <i>About Face Detroit</i>, Alumni Engagement - <i>Phillips Brooks House Association</i>, Stakeholder and donor engagement - <i>BAY-CASH</i>, Funding, strategy, and deployment of national program to get representative books to LGBTQ+ kids - <i>Rainbow Book Bus</i>.</li> </ul>	
<b>Y2Y NETWORK (nation's first student-run homeless shelters for young adults)</b>	Cambridge, MA and New Haven, CT
<i>Co-Founder, Co-Executive Director</i>	2014-2022
<ul style="list-style-type: none"> <li>• Led organization's fund development, securing over \$6.5 Million in shelter capital financing and growing annual operating budget from an initial \$300,000 to \$1,500,000.</li> <li>• Managed nationally recognized design, pre-development, and construction processes. Hired and managed project architects, contractors, consultants, and engineers in collaboration with Owner's Representatives. Engaged prospective shelter residents as part of innovative, user-driven design process.</li> <li>• Designed and led strategy to secure project entitlements, address neighbor concerns, and activate community support: 600+ attendees at Y2Y Harvard Square's opening, 121 letters and 200+ signatures for Y2Y New Haven's city approval.</li> <li>• Grew staff to eight employees, recruited and co-led eleven-member Board of Directors, co-managed annual budget.</li> <li>• Consulted with over 50 communities across the United States and Canada interested in implementing model.</li> </ul>	

## Additional

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- **Achievements:** Forbes 30 Under 30; One of 15 Leaders Changing the Nonprofit World, Chronicle of Philanthropy; Honorable Mention for Bostonian of the Year, Boston Globe Magazine; Draper Richards Kaplan Foundation Entrepreneur.
  - **Activities:** Expert in Residence, Harvard Innovation Labs (2023-2024); Social Entrepreneur in Residence, Dwight Hall at Yale (2019); Staff Director, Overnight Supervisor, and Volunteer, Harvard Square Homeless Shelter (2007-2014).
  - **Languages:** English (native), Spanish (fluent)

# Ryan Haid

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3400 Pacific Ave • Apt 302 • Marina del Rey, CA 90292  
(203) 273-9034 • rwhaid@gmail.com • haid@stanford.edu

## PROFESSIONAL EXPERIENCE

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### STIFEL, NICOLAUS & COMPANY, New York, NY

July 2019 – August 2024 (incl. Leave)

#### *Investment Banking Director – Global Technology Group*

- Directed \$1B+ in M&A and capital raising transactions across technology sectors for Stifel's largest banking group
- Advised clients across the U.S., Europe, Latin America, and Asia, serving as trusted key resource to client founders, CEOs, CFOs, and cross-functional banking teams, including M&A, sponsor coverage and leveraged finance
- Launched coverage of two new sectors – Real Estate Tech and Enterprise Communications – resulting in nearly 10 new clients for the firm, ~\$500M in closed transactions, and expanded market share
- Directly supervised 30+ Analysts and Associates in New York and California, leading staffing and recruitment efforts, as well as overseeing hiring, mentoring, training, and performance reviews
- Executed transactions across different verticals – including application and vertical software, real estate tech, fintech, travel software, consumer goods, and media – leveraging expertise in financial modeling, valuation, and due diligence
- Experience with variety of products, including sell-side and buy-side M&A, divestitures, majority and minority recapitalizations, SPAC mergers, convertible debt offerings, and hybrid growth financings
- Consistently ranked at top of class, receiving promotions to Vice President (2020) and Director (2023)
- Special focus on bootstrapped, founder-operated companies and sponsor-backed sell-side mandates
- Granted year-long leave of absence to complete graduate program at Stanford GSB; deal sheet available upon request

### MOORELAND PARTNERS, LLC (Acquired by Stifel), New York, NY

August 2015 – July 2019

#### *Investment Banking Associate (Mid-Market Technology and Media M&A Advisory)*

- Performed extensive financial and valuation modeling, market research and analytics for rapidly growing cross-border technology companies in the enterprise software, communications, digital media and industrial electronics sectors
- Led transaction processes, including preparation of marketing materials, valuation models, and due diligence
- Collaborated with senior group heads to source, evaluate, and execute strategic acquisition opportunities, driving pipeline growth and solidifying competitive position within mid-market M&A advisory
- Consistently ranked at top of Analyst and Associate class, receiving early promotion to Associate shortly after joining

### CITIGROUP GLOBAL MARKETS, INC, New York, NY

June 2013 – August 2015

#### *Investment Banking Analyst (Municipal Securities Division – Power and Utilities Group)*

- Structured \$1 billion in tax-exempt financing for renewable energy projects and refunding opportunities, optimizing debt structures that reduced clients' annual financing costs by tens of millions of dollars

## EDUCATION

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### STANFORD UNIVERSITY GRADUATE SCHOOL OF BUSINESS, Stanford, CA

July 2023 – June 2024

- Master's, Management (Sloan Fellow/MSx – a full-time, one-year executive MBA program) *GMAT: 760 (Q50/V44)*
- Completed and published faculty-supervised independent research on long-term hold investing models
- Relevant coursework in real estate investing, real estate tech, artificial intelligence, data science, and private equity

### CORNELL UNIVERSITY, Ithaca, NY

August 2009 – May 2013

- BS, Information Science (Computer Science Track), Magna Cum Laude *Cumulative GPA: 3.8*

### OXFORD UNIVERSITY, Oxford, UK

Spring 2012

- St. Catherine's College, Visiting Student in Computer Science *Visiting Student Award for Academic Excellence*

## OTHER ACTIVITIES AND ADDITIONAL INFORMATION

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- Series 79, Series 63 and Series 52 Licenses; Bloomberg Certification; Proficient in CapIQ, FactSet, Thomson, Pitchbook
- Private Pilot (Airplane Single Engine Land), Federal Aviation Administration
- Equity member and plane captain, Air Spacers Flying Club in Santa Monica, CA
- Former member, iMentor Young Executive Board of Directors, following four-year mentorship at school in the Bronx
- Experience with XHTML, CSS, JavaScript, Python/Django, PHP, R, MySQL, Java, Microsoft Office Suite
- Interests: aviation, real estate, piano, transit systems, basketball, creative marketing and film, squash, golf, triathlons

## Conor Harrity

[harrityc@stanford.edu](mailto:harrityc@stanford.edu) | 617.372.6177 | [www.linkedin.com/in/conorharrity](http://www.linkedin.com/in/conorharrity)

### Education

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#### STANFORD GRADUATE SCHOOL OF BUSINESS

Stanford, CA

*Master of Business Administration Candidate*

2025

- Relevant Coursework: Real Estate Investment, Opportunities in PropTech & ConTech
- Activities: Real Estate Club (Leadership, CFO), Business & Environment Club (Member)

#### HARVARD UNIVERSITY

Cambridge, MA

*Bachelor of Arts in Economics*

2018

- Activities: Heavyweight Crew (Captain during senior year; Named to All-Ivy League Second Team (2017))

### Experience

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#### FIFTH WALL

San Francisco, CA

*Summer Associate*

Summer 2024

- Led deep-dive of two thematic investment theses: (i) climate risk solutions, and (ii) commercial real estate data platforms. Research work included market sizing, founder and company calls, and calls with Fifth Wall's strategic LPs. Presented commercial real estate data platforms to the team at the end of the summer and created presentation for Fifth Wall's strategic LPs.
- Assisted in various aspects of deal execution for tech-enabled asset management platform, including due diligence, customer calls, and preparation of investment committee materials.

#### HINES

San Francisco, CA

*Senior Analyst 2022 – 2023 / Analyst*

2021 – 2023

- Managed day-to-day responsibility for existing development projects, including conducting financial analysis to justify additional capital investment as well as coordinating teams and workstreams to advance business plans.
- Identified and evaluated new project opportunities, including coordinating responses to “requests for proposals” issued by local development site owners.

#### Selected Development Projects:

- PG&E Redevelopment: Led financial analysis for the redevelopment project of PG&E's former headquarters.
  - Reduced proposed design options by two-thirds via cash flow analysis of development costs versus anticipated revenue, which allowed design team members to advance drawings on most viable projects.
  - Presented land value analysis to financial partners, which resulted in a renegotiation of partnership and loan documents including a loan extension of 18-months.
- Oakland Tower: Led dual path business plan, which included developments plan for a 622-foot-tall office tower or a renovation of the existing on-site data center.
  - Coordinated teams and workstreams on renovation of the existing asset, including directing studies of current building systems to budget for green building upgrades to reduce operational carbon emissions.
  - Reduced development costs and operating budget of the existing asset by issuing proposal requests for third-party services, including marketing and design, which delayed additional capital investment by 1.5 years.
  - Led design advancement of proposed tower, completing the most recent architectural design phase under budget by ~15%.

*(Hiatus for Training / Competing in XXXII Olympiad in Tokyo, Japan) January 2020 – October 2021*

#### *Analyst*

2019 – 2020

- Provided research and analytical support for on-going development projects and new acquisitions.
- Developed local market expertise on Oakland's leasing and new construction projects, sharing this information with existing capital partners to assist with their reporting requirements.

#### UNITED STATES OLYMPIC TEAM

Oakland, CA

*Professional Athlete*

2018 – 2021

- Competed internationally for Team USA in Rowing's Men's Heavyweight 8+, finishing 4<sup>th</sup> at 2020 Tokyo Games.
- Competed domestically for Team USA in the Men's Heavyweight 2-, winning 2020 National Selection Regatta.

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### Additional

- Personal Interests: Cooking | Cycling | Hiking (US National Parks) | Skiing | Golf

# Haodong He, E.I.T

Mobile: 530-761-6608 | Email: [haodongh@stanford.edu](mailto:haodongh@stanford.edu) | LinkedIn: [www.linkedin.com/in/hdhe](http://www.linkedin.com/in/hdhe)

## EDUCATION

**Stanford University** 09/2023 – 06/2025  
Master of Science in Structural Engineering & Mechanics (GPA: 3.8)

**University of California, Davis** 09/2019 – 06/2023  
Bachelor of Science in Civil Engineering (GPA: 3.9)

- Concentration: Structural and Geotechnical Engineering
- Minors: Neuroscience Construction Engineering, Sustainability in the Built Environment

**Coursera Certification:** Finance and Quantitative Modeling; Real Estate Development, Machine Learning

## WORK EXPERIENCE

**Co-Founder | Aireful AI** 03/2024 – Present  

- Developing an AI-driven document and customer management platform to streamline real estate agents' administrative tasks and improve efficiency.

**Structural Engineering Intern | GPLA, Inc., Redwood City** 06/2024 – 08/2024  

- Conducted feasibility analysis of prefab structures in commercial buildings, evaluating cost, scheduling, labor efficiency, and transportation logistics.
- Collaborated with Meta engineers to design a scalable equipment support steel frame, ensuring consistency and replicability across all Meta data centers nationwide.

**Project Manager | AGH Capital, Sunnyvale** 03/2023 – 05/2024  

- Managed planning, design, and permitting phases on single family, townhome, and mixed-use projects from concept through submission and construction administration.
- Provided structural feasibility evaluations for residential development projects, optimizing design efficiency to reduce material costs by 12% and improving project timelines.

**Structural Engineering Intern | DeSimone Consulting Engineers, San Francisco** 06/2022 – 08/2022  

- Analyzed the structural and cost impacts of ACI 318-19 on mid-rise concrete construction
- Developed an Excel tool to streamline the Equivalent Lateral Force design by 30%

**Project Manager Intern | Huaye Hongtu Design Studio, Guangzhou, China** 06/2019 – 09/2019  

- Led and supervised construction teams on-site, ensuring project goals were met ahead of deadlines while maintaining high standards of quality and efficiency.

## ACADEMIC DESIGN EXPERIENCE

**AEC Global Teamwork Project | Stanford University** 01/2024 – 06/2024  

- Designing four structural plans of a 30,000 sqft academic building in San Francisco, including base isolated concrete moment frame, composite metal deck and mass timber
- Optimizing the design for sustainability, cost, and constructability in collaboration with global architects and construction managers, utilizing technologies such as VR.

**Sustainable Migrant Worker Housing | UC Davis** 01/2023 – 06/2023  

- Design of a 4,000sqft duplex for migrant workers considering sustainability and cost efficiency.

**Foundation Redesign for Pacific Bell Building, San Francisco | UC Davis** 03/2023 – 06/2023  

- Analyzed geotechnical data to redesign the mat and pile foundation plans for the building

**Design Team Lead | UC Davis Steel Bridge Team** 09/2021 – 04/2022  

- Modeled, analyzed, and designed a 20-ft steel bridge by FEA in SAP 2000

## SKILLS

- Design Software: ETABS, Revit, SAP 2000, AutoCAD, MASTAN 2
- Coding Language: C++, Python, MATLAB
- Proforma: Proficient in Proforma feasibility analysis, cost projections, risk assessment, and budget optimization for real estate projects

## Annika Khouri

### EDUCATION

khouriannika@gmail.com • (650) 388-0676

#### Stanford University

Stanford, CA

*Master of Science, Doerr School – Sustainability Science and Practice [GPA 4.03/4.0] March 2023-June 2024*

*Bachelor of Arts – International Relations, With Distinction [GPA 4.05/4.0] September 2019-June 2023*

*Specialization in Environment, Energy, & Natural Resources*

Honors: Phi Beta Kappa; Award of Excellence – Stanford Alumni Association

#### University of Oxford – Magdalen College

Oxford, England

*Registered Visiting Student –Tutorials in Geography and Politics*

*January 2021-April 2021*

### WORK EXPERIENCE

#### Reciprocal Studio

San Francisco, CA/Remote

*Research Intern*

*March 2024-June 2024*

- Worked as a research intern for a sustainability-focused venture studio operating in Latin America
- Conducted research to explore trends, challenges, and innovations in wildfire management, prevention, and recovery; engaged in market analysis to assess the potential for startups addressing wildfire-related issues and evaluating avenues for future investment opportunities

#### Lyten

San Jose, CA

*Sustainability & Marketing Intern*

*July-September 2023*

- Reported directly to Chief Sustainability Officer of company designing decarbonization super materials
- Conducted comprehensive market research and analysis, establishing a database of pertinent startups within the industry. Executed cost analyses and economic modeling to inform strategic decision-making
- Composed and submitted applications for speaking engagements on behalf of the CSO; conducted research and drafted content for press releases, contributing to effective communication strategies

#### Sares Regis Group of Northern California

San Mateo, CA

*Sustainability Intern*

*June-August 2021*

- Collaborated closely with the sustainability expert at a leading commercial real estate company, contributing to sustainability initiatives while gaining hands-on experience at active construction sites
- Developed a comprehensive spreadsheet to monitor and analyze ESG metrics for the company; conducted interviews with senior employees to collect information and foster awareness of ESG strategies
- Gathered and synthesized narrative information concerning sustainable elements of the new Google Bayview campus; streamlined pertinent material for use on informational signs strategically placed around the campus

### ACTIVITIES & LEADERSHIP

#### Stanford Varsity Women's Lightweight Rowing

September 2019-June 2023

- 4-year Division I athlete; 20+ hours/week of practice and competition throughout the school year
- IRA All-Academic Team, CRCA Scholar Athlete

#### Teaching Assistant for Earthsys 26: Sustainability in Athletics

September 2021-June 2023

- Reached out to speakers from prominent organizations, such as the Pac-12 and the Council for Responsible Sport, as a member of teaching team for Earthsys 26: Sustainability in Athletics, a student-initiated course in the Stanford Doerr School of Sustainability
- Worked to expand the course from a 1-unit lecture series to a 2-unit project-based format

#### Cardinal RHED (Resilience, Health, & Emotional Development)

- Member of student-athlete mental health organization; coordinated weekly group meetings & planned larger speaking events for entire student-athlete community
- Served as co-president during 2022-2023 school year

### SKILLS & INTERESTS

- **Skills:** Microsoft Office, research, working fluency in French, conversational fluency in German
- **Personal & Interests:** Dual citizen of US and Germany; studied abroad in Switzerland during high school; hobbies include open water swimming, hiking, and traveling

# SI WEI ADELINE LEUNG

## EDUCATION

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Stanford University, School of Civil and Environmental Engineering M.S., Sustainable Design and Construction; Structures Concentration	April 2025 expected GPA: 4.16
University of California, Berkeley, College of Environmental Design B.A., Architecture; Structural Engineering minor	May 2022 GPA: 3.77

## RELEVANT COURSES AND PROJECT WORK

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- **Energy Efficient Buildings:** designed an economically viable net-zero energy house in Alaska with passive design
- **Intro to Real Estate Development:** applied design, approval, financing, marketing, and selling processes in case study
- **Engineering Economics & Sustainability:** utilized economic principles to balance environmental/social/economic costs
- **Materials for Sustainable Built Environments:** proposed sustainable and healthy materials for a mosque renovation
- **Building Systems Design & Analysis:** conducted energy simulations to guide energy use improvement suggestions
- **Decarbonized & Energy Efficient Building Design:** designed a net-zero energy and carbon commercial structure
- **Project Based Learning (PBL) AEC Global Teamwork:** led MEP and sustainability decisions in interdisciplinary team

## WORK EXPERIENCE

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<b>Living Lab Fellow</b> , Stanford Land, Buildings & Real Estate: Sustainability, Utilities & Infrastructure Office	09/2024-Present
<ul style="list-style-type: none"> <li>• Implementing material reuse and deconstruction into Stanford's Project Delivery Process at all stages of a building's life cycle to support zero waste and net zero carbon emissions goals</li> <li>• Coordinating with demolition contractors, deconstruction specialists, project managers, and architects on 6 campus projects to divert C&amp;D waste from landfills and create a circular economy</li> <li>• Valuing embodied carbon savings to create business incentive argument for material reuse</li> </ul>	
<b>Embodied Carbon Intern</b> , Rocky Mountain Institute (RMI)	06/2024-Present
<ul style="list-style-type: none"> <li>• Calculated embodied carbon abatement and storage potential of bio-based building materials compared to business-as-usual to support market transformation of carbon sequestering materials</li> </ul>	
<b>Course Assistant</b> , Stanford University	01/2024-06/2024
<ul style="list-style-type: none"> <li>• CEE 132H: Responsive Structures: guided the construction of a 23' tall timber artistic structure</li> <li>• CEE 220B: Advanced Building Modelling Workshop: conducted weekly design check-ins to give feedback on project progress; provided technical guidance on software usage (e.g. Revit &amp; Adobe)</li> </ul>	
<b>Architectural Designer</b> , STV Inc.	07/2022-09/2023
<ul style="list-style-type: none"> <li>• Developed 10% and 30% submittals using Revit and AutoCAD for the upgrade of 9 bus storage and maintenance facilities to support electrification infrastructure</li> <li>• Proposed redesign and expansion studies of an office area space while optimizing existing footprint</li> <li>• Researched building codes on zoning, occupancy, and accessible design</li> </ul>	
<b>Spatial and Climate Simulation Research Assistant</b> , UC Berkeley	01/2022-05/2022
<ul style="list-style-type: none"> <li>• Performed spatial &amp; daylighting simulations to guide designs for increased hospital patient wellness</li> </ul>	
<b>Architectural Intern</b> , STV Inc.	05/2021-07/2022
<ul style="list-style-type: none"> <li>• Led sustainability credit tracking coordination efforts for project to achieve ISI Envision Platinum</li> </ul>	
<b>Architecture Research Apprentice</b> , UC Berkeley Undergraduate Research Apprentice Program (URAP)	09/2020-05/2021
<ul style="list-style-type: none"> <li>• Assisted with data analysis of occupancy surveys to understand correlations between occupant satisfaction / wellbeing and various window view factors</li> </ul>	

## LEADERSHIP AND COMMUNITY SERVICE

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<b>ASC Competition Team Architect/Engineer</b> , Stanford University	12/2023-02/2024
<ul style="list-style-type: none"> <li>• 2<sup>nd</sup> place at the Associated Schools of Construction Regions 6 &amp; 7 2024 Competition</li> </ul>	
<b>ASHRAE Liaison, DBIA Liaison</b> , Leaders of the Built Environment, Stanford University	10/2023-Present
<ul style="list-style-type: none"> <li>• Connecting students and professionals to increase awareness of industry trends</li> </ul>	
<b>Course Instructor</b> , Student-led program at UC Berkeley	08/2021-05/2022
<ul style="list-style-type: none"> <li>• Created lecture content, taught, and guided discussion for the course "Living Futures: Regenerative Environmental Design" on Living Building Challenge framework</li> </ul>	
<b>Co-Founder, Permit &amp; Construction Document Job Captain</b> , Sustainable Housing at California (SHAC)	09/2019-08/2023
<ul style="list-style-type: none"> <li>• Designed and built environmentally, economically favorable housing solutions to address housing injustice and enhance energy sustainability</li> <li>• Pioneered UC Berkeley's participation in the US DOE Solar Decathlon competition</li> </ul>	

## SKILLS AND CREDENTIALS

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- Revit, Rhinoceros 3D, Adobe Suite, Bluebeam, AutoCAD, Dynamo, EC3, Simapro, EnergyPlus, ClimateStudio, OpenStudio
- Microsoft Office Suite, Figma, Python
- Spanish and Cantonese: proficient, Mandarin: conversational
- LEED Green Associate, WELL AP, Envision SP, LEED AP (in progress), AXP (in progress)

## CARSON BAKER LEVIT

3401 Washington Street San Francisco, CA | 415-819-4099 | [carsonblevit@gmail.com](mailto:carsonblevit@gmail.com)

### WORK EXPERIENCE

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#### Freestone Grove Partners

##### *Rotational Summer Associate*

New York, NY  
Summer 2024

- Worked with behavioral and factor modeling team to analyze crowding within institutional asset managers including the impact of crowding on expected returns, volatility, skew, and kurtosis
- Led meetings with sector PMs to better implement crowding metrics to reduce tail risk for each sector
- Pitched a consumer staples stock to the CIO; conducted industry research and management calls; met with sell side analysts to discuss projections and key financial metrics

#### Steadfast Financial

##### *Investment Team Summer Intern*

New York, NY  
Summer 2023

- Formulated comprehensive investment recommendations, both long and short on specialty chemical and luxury goods companies culminating in an in-depth pitch on each to senior management
- The consensus was very bullish for the specialty chemicals company but I adopted a contrarian perspective and presented a case for a short position, highlighting several key factors that the market was incorrectly modeling; I ended up being correct and the stock gapped down eight percent following its earnings release
- Led calls with sell side analysts to explore crucial financial metrics such as incremental margins and points of revenue inflection; I then leveraged these interactions to refine and enhance the depth of analysis for the targeted companies
- Designed a comprehensive income statement model from scratch, encompassing all critical financial components

#### Maverick Capital

##### *Investment Team Summer Intern*

San Francisco, CA  
Summer 2022

- Participated in all aspects of the long-short equity fundamental research process; produced industry research and forecasts
- Crafted and presented a detailed stock pitch around a consumer electronics company with \$500M - \$1B in market cap
- Analyzed revenue growth and margins of direct-to-consumer products, accessories, and subscription segments; performed industry research and analyzed competitors and substitute products; completed market sizing to further understand potential

#### Palo Alto Investors

##### *Summer Intern*

Menlo Park, CA  
Summers 2021-2023

- Met with capital market professionals in investment banking, private equity, hedge funds, venture capital, and cryptocurrency
- Engaged in immersive investing workshops to deepen comprehension of fundamental investment principles and strategies
- Invited back for a third summer, contributing as both an intern and a teaching assistant

### EXTRACURRICULAR EXPERIENCE

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#### Princeton Men's Varsity Golf Team

Princeton, NJ  
2020-2022

- Finished 1<sup>st</sup> place in the Harvard-Yale-Princeton Tri-Match
- Competed in the Hamptons Intercollegiate, Yale Invitational, Cornell Invitational, and Princeton Invitational
- Trained 30 hours a week with the Men's Varsity Golf Team while balancing full academic course load

### EDUCATION – 4.0 GPA

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#### Stanford University

##### *M.S Candidate | Management Science and Engineering*

##### *B.A. | Sociology – Data Science Track – Economics Minor*

Stanford, CA  
Expected 2025

- Relevant Coursework: Hedge Fund Management, Financial Markets, Applied Econometrics
- Member of Stanford Kudla Fund: selected as one of 12 students to manage a \$1.3mm L/S equity fund
- Selected as a PM at Stanford Blyth fund, a student run \$400k L/S equity fund

#### Princeton University

- Relevant Coursework: Macroeconomics, Microeconomics, Social Networks, Sociological Theory

Princeton, NJ  
2020-2022

### ADDITIONAL INFORMATION

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- Published in Barron's Mailbag three times discussing the intersection of investing and macroeconomic variables
- Fundamental Edge Academy Alum: A buy-side training platform equipping students with the skills to tackle L/S investing
- Seeking Alpha contributor: craft peer reviewed investment theses subject to rigorous vetting process
- Tied for 5th at The IMG Junior World Golf Championship – 2019, Won San Francisco Junior Golf Championship – 2018
- Avid Poker Player, Won a bridge tournament, Competed in national tennis and ping pong tournaments, Skiing, Surfing

## YVONNE LI, CFA

(626)365-7486 • [Yvonne.y.li12@gmail.com](mailto:Yvonne.y.li12@gmail.com) • LinkedIn • Los Altos, California

### Summary

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11 years of experience financing US multifamily and office projects and investing in global private equity deals. Earned an M.S. in Management from the Stanford GSB in June 2024 and am interested in opportunities in real estate development, investment, and innovations.

### Experience

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**GEMDALE USA CORPORATION**, the US branch of one of China's largest real estate developers. San Francisco, CA  
*Executive Director of Capital Markets* 2015 – 2023

- **Project Financing:** Led the Letter of Intent formation, contract negotiations, due diligence, and closing of over \$3B transactions including 41 project loans, 2 partnership buyouts, and 1 sale.
  - \$133M construction loan for the development of Skyglass Tower, a 29-story multifamily building in Seattle, Washington. Architected interest rate strategy that fixed the interest rate at a historic low level in 2021, adding a \$10M value when it exited in 2024.
  - \$94.3M construction financing to develop an 189-unit, ground-up multi-housing project in Pleasant Hills, California. I led an effective marketing process, obtained the best terms available in the market, and shortened closing time by 25%.
- **Land or Building Acquisitions:** Acquired 6 multifamily projects with a total project cost of \$400M on the acquisition team by providing finance assumptions and capital structure expertise.
- **Business Development:** 7x increase in relationship lenders through proactive business development and representing the business to external stakeholders
- **Asset Management:** Managed two Class A offices totaling 420k sq.ft in the San Francisco Bay Area and successfully carried out leasing, operations, property management, partnership buyout, and exit strategies.
- **Problem Solving:** Led the CEO's ad hoc projects to look for creative solutions. Examples include:
  - Achieved 20% savings on the company's insurance premiums by creating a master insurance policy.
  - Avoided a loan default from vacancy by having the holding company sign a master lease.
- **Cross-Function & Cross-Cultural Collaborations:** Worked closely with a breadth of functional areas within the company, including Investment Committees, Acquisitions, Development, Operations, and Finance, as well as external consultants and partners including lenders, investors, brokers, and legal.

**HONY CAPITAL**, a leading investment management firm managing \$13B. Beijing, China  
*Analyst, Private Equity* 2013 - 2015

- **Investment:** Screened, analyzed, and conducted due diligence for dozens of technologies and consumer product opportunities. Selected Transaction Experience:
  - £900M leverage buyout of UK top casual dining restaurant chain Pizza Express

### Education

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**STANFORD GRADUATE SCHOOL OF BUSINESS**, M.S. in Management, Sloan Fellow, June 2024

One-year, full-time degree program for accomplished leaders and executives

- Won the **2024 Golden Shovel (Real Estate Challenge hosted by NAIOP)** on the Stanford team by presenting a business plan to redevelop the San Francisco Center (former Westfield) and revitalize Downtown SF.
- Elected and served as the Academic Officer of the Student Association.
- Selected courses: Negotiations, Strategic Communications, Protech and Contech, Financial Modeling

**UNIVERSITY OF ROCHESTER, WILLIAM E. SIMON GRADUATE SCHOOL OF BUSINESS**, M.S. in Finance, June 2012

**UNIVERSITY OF ROCHESTER**, B.A. in Financial Economics, B.A. in Mathematics, May 2011

### Additional

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**Credentials & Language:** CFA® Charterholder, Chinese Mandarin (Native), Cantonese (Fluent)

**Community:** Habitat for Humanity (Volunteer as Consultant), Bullis Charter School (Finance Committee)

**Skills:** Excel Financial Modeling, PowerPoint Presentations

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## Education

*Stanford University School of Engineering*

*Expected Graduation June 2025*

- Candidate for Master of Science in Sustainable Design and Construction
- Enrolled in Department of Civil and Environmental Engineering

*Oberlin College*

*August 2020 – May 2023*

- Bachelor of Arts in Economics, Business Integrative Concentration, Engineering 3-2 Program
  - Member of Varsity Lacrosse and Football Team
  - North Coast Athletic Conference Academic Honor Roll
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## Work Experience

*Concrete Shells*

*November 2023 – Present*

*Project Engineer*

*San Jose, CA*

- Executed constructability analysis, takeoffs, bid creation, and initial workflow timeline based on building plans and soils reports on both new construction and remodels of luxury residences
- Produced sketches for field personnel showing rebar kits, elevations, and dimensions to ensure proper coordination and execution of scope of work
- Created spreadsheet tool that outputs bid numbers from takeoff figures for all Concrete Shell's scopes of work. The tool cut time to create a bid in half while reducing human error and increasing price consistency
- Calculated accurate change order value when new plans or field conditions deviated from contract
- Wrote RFI's to GCs, architects, and engineers based on field conditions and to flag missing information in the plans
- Increased project profitability and cash flow insight by creating an automated system that shows full financial health of all active projects based on every revenue and cost source
- Contributed to field operations in assisting with surveying, quality checks, and communication with inspectors

*Whiting-Turner*

*June 2023 – August 2023*

*Engineering Intern*

*Cleveland, OH*

- Collaborated on fast paced project with hard deadline to demolish and fully renovate dressing rooms for athletes and performers in Rocket Mortgage Field House, home of the Cleveland Cavaliers
- Reviewed submittals, shop drawings, and specifications to ensure proper coordination and installation
- Collected and logged daily reports from trade partner foremen detailing activity and personnel on site
- Communicated questions, concerns, and clarifications to architects and engineers through RFI's

*Omnia Group*

*January 2023*

*Construction Management Intern*

*New York, NY*

- Utilized Bluebeam Revu to analyze architectural, plumbing, electrical, and mechanical plans of a 17 story commercial and residential building in Manhattan throughout the pre-construction process
- Reviewed mechanical and electrical plans of a 14 story hotel to properly label HVAC units on breaker panels

*Hana Technologies*

*June 2022 – August 2022*

*Engineering Intern*

*Cleveland, OH*

- Executed repairs, maintenance, and troubleshooting to machines critical to the manufacturing process
- Produced over 15 procedural documents kept in company records detailing operation, repair, maintenance, and troubleshooting techniques for manufacturing machines

*Mericle Real Estate And Construction Services*

*May 2019 – August 2020*

*Property Management*

*Pittston, PA*

- Gained teamwork and trade experience collaborating with union carpenters on projects
- 

*Technical Skills* – Revit, Bluebeam Revu, Procore, Python, Cupix, PlanGrid, Excel, Power Point, Fusion 360, RStudio

# SPENCER LYTLE

858-353-7244 | [slytle@stanford.edu](mailto:slytle@stanford.edu) | 424 Camino De Encanto | Redondo Beach, CA 90277

## EDUCATION

### **Stanford University**

*Master of Sustainable Design and Construction (Construction Management), GPA: 3.911*

Stanford, CA  
June 2023-December 2024

### **University of Wisconsin-Madison**

*Master of Science in Business Analytics*

*Bachelor of Business Administration in Real Estate and Urban Land Economics*

- Honors- 2x Big Ten Academic All-American, Collegiate Honor Society Foundation

Madison, WI  
July 2022-May 2023  
January 2019-May 2022

## EXPERIENCE

### **Lyon Stahl Multifamily Investment**

*Intern*

Century City, CA  
June 2024 – August 2024

- Conducted market research and analysis using CoStar, Realist, and cold calling through Sales Force
- 8+ hours of training a week on all aspects of commercial real estate
- Completed 5-year market trend analysis for Koreatown in Los Angeles

### **Wisconsin & Stanford Athletics**

*NCAA Division I Football Student-Athlete*

January 2019-December 2023

- Commit 20+ hours per week to practice, competition, travel, meetings, film, and conditioning, while balancing academics
- Learned to perform under pressure by playing in front of 80,000 people on a weekly basis
- Acquired many relevant and transferable skills such as teamwork, communication, time management, focus, determination, and perseverance.

*Lifetime Cardinal*

June 2023-December 2023

- Volunteered in the local community through various events at Halfway Houses and the Children's Hospital

*Badgers Give Back Volunteer*

January 2019-June 2023

- Volunteer in the local community through a variety of events including with the Children's hospital and elementary schools
- Helped with the annual Teddy Bear Toss at the Kohl Center
- Enjoy helping others and seeing smiles on members of community members' faces

*Football Camp Coach*

July 2019 & 2021

- Worked various football camps in the summers by coordinating drills, plays, and activities for attendees
- Taught young football athletes, ages 8-18, the skills and techniques of elite-level football
- Facilitated wounded veterans through a workout.

## PROJECTS & CASE STUDIES

### **GL-Bygg Consultant**

January-March 2024

- Assisted with the implementation of Virtual Design and Construction with a Construction company in Norway.
- Created detailed presentations in a multi-stage process to identify the issue and create a plan of action.

### **Construction Start-Up**

January-March 2024

- Assisted with the creation of a small business construction company as part of a course at Stanford University.
- Worked on financial planning and helped develop a go-to-market strategy.

### **Property Appraisal Project**

August-December 2021

- Worked with a team to survey and appraise a property, and conducted a commercial district analysis of surrounding area
- Created various excel sheets containing data, graphs and sheets displaying economic trends in the market, and a final report of findings with identified best use for the property and units available

### **Millegan Creek Case Study**

August-December 2021

- Conducted a financial analysis of the property, including identifying market strengths and weaknesses
- Appointed head of our team for conducting research
- Analyzed financials and created an Income Pro Forma for the property
- Identified potential impacts on purchase price and cap rates given certain events occur

## HONORS & AWARDS

- Academic Honors (High School)- National Honors Society Member, Valedictorians Award
- Leadership (High School)- 2x Team Captain for Servite and St. John Bosco High School
- Football Awards (High School)- 1<sup>st</sup> Team All State Linebacker, 1<sup>st</sup> Team All-Trinity League, 2<sup>nd</sup> Team All-Trinity League, 1<sup>st</sup> Team All County, 1<sup>st</sup> Team All Southern-Section, Trinity League Champions, Team Defensive Player of the Year

## SKILLS & INTERESTS

- Collaborating with people
- Creating ideas and solving problems
- Solving more complex puzzles
- Being responsible and respectful in all situations
- Critical thinking
- Stock trading

# Camila Nicollier Sanchez

(435) 513 9645 | [camilans@stanford.edu](mailto:camilans@stanford.edu) | [linkedin.com/in/camilanicollier/](https://www.linkedin.com/in/camilanicollier/)

## EDUCATION

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### Stanford University

Stanford, CA

*M.S. in Statistics and Data Science*

*Expected 06/2025*

Relevant coursework: Statistical Learning and Data Science, AI: Principles and Techniques, Systems for ML, Regression Models and Analysis of Variance, Causal Inference, Theoretical Statistics

### National Technological University

Argentina

*B.S. in Industrial Engineering*

*01/2015 – 12/2020*

## PROFESSIONAL EXPERIENCE

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### HENRY – Edtech Startup

Argentina

*Senior Data Analyst*

*01/2022 – 09/2023*

- Proposed and built end-to-end automated data pipelines for strategic dashboards across 2 departments, using Fivetran, BigQuery and PowerBI.
- Led the Data Science and Data Engineering teams in building and deploying 2 predictive models, that were integrated into the company's automated decision-making pipeline, improving conversion rate by +5%.
- Performed ad-hoc analysis to tackle key business challenges ranging from Acquisitions to Collections, using SQL, advanced analytics, ML modeling and visualization tools to generate actionable insights.

### PROMEDON – Healthcare company

Argentina

*Foreign Trade Analyst*

*04/2021 – 12/2021*

- Improved the Department's forecasting process, by adding granularity to increment its precision by 8%.
- Coordinated efforts among +4 stakeholders to ensure uninterrupted supply of medical products during the pandemic, anticipating and solving potential delays while maintaining strong relationships.
- Performed in-depth analysis of historical and forecasted data to define optimal lot sizes and purchase frequencies, resulting in improved inventory efficiency and cost savings.

### VILAHOUSE – Construction company

Argentina

*Productive Supplies Buyer*

*06/2020 – 12/2020*

- Managed and developed supplier partnerships, negotiating agreements and detecting business opportunities leading up to 13% cost reductions.
- Analyzed inventory trends to optimize stock levels, reducing excess inventory by 5% while preventing shortages.
- Collaborated with different departments on the implementation of SAP, aligning business processes with system capabilities and streamlining operations.

### DENSO - Automotive OEM Supplier

Argentina

*Sales Analyst Part-Time*

*03/2019 – 12/2019*

- Led the development and implementation process of the Balanced Scorecard within the Aftermarket Department, collaborating across teams to improve management control over sales team.
- Monitored and created data-driven strategies to act on trends and deviations from the quarterly plan.

## SKILLS

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- Proficient in Python, R, C++, SQL.
- Experience working with NumPy, Pandas, Polars, Matplotlib, Seaborn, Scikit-Learn, Pytorch, and others.
- Data Base management: Google BigQuery, MySQL Workbench, dbt.
- Data Visualization: PowerBI, Tableau.
- Languages: Spanish (native), English (fluent), Italian (advanced), French (beginner).

# GUSTAVO TORI

[gtorim@stanford.edu](mailto:gtorim@stanford.edu) | +1 (650) 313-3188 | [www.linkedin.com/in/gustavo-tori](http://www.linkedin.com/in/gustavo-tori)

## EDUCATION

### STANFORD GRADUATE SCHOOL OF BUSINESS

Stanford, CA  
2023 – 2025

#### MBA Candidate

- Investor at Stanford GSB Impact Fund; Scouting Partner at GSB '25 Fund; MBA Ambassador.
- Activities & Clubs: Private Equity Club, AI & Technology Clubs, Soccer Team.

### UNIVERSIDAD DEL PACIFICO

Lima, Peru  
2014 – 2019

#### Bachelor's Degree in Economics. Graduated in the Top 10% of the Class

## WORK EXPERIENCE

### ANTIN INFRASTRUCTURE PARTNERS

New York, NY  
2024

#### Summer MBA Associate, Investments

- Designed a downside-protected business plan for developing a hyperscale data center portfolio in Virginia (US\$500m+ EV).
- Identified key operational and market risks for the potential acquisition of a global chemical logistics business.
- Assessed the value creation strategy for acquiring a U.S.-based regulated water utility.

### GRUPO ROMERO INVESTMENT OFFICE (GRIO)

Lima, Peru

*Investment holding for Peru's largest family-owned conglomerate (\$6bn+ AuM's). Focused on Private Equity and Asset Management across LATAM, USA and Europe.*

#### Associate, Investments

2021 – 2023

#### Analyst, Investments

2020 – 2021

- **Private Equity:** Led buy-side and sell-side transactions for US\$500m+ in combined EV in 5 industries across LATAM. Key activities: Evaluation of strategic fit and business plans, design of financial models, leading due diligence processes with teams of 20+ people, preparation of committee presentations, and execution of the transactions.

#### Selected Investment Experience

- Acquired a 700+ MW thermal power asset owned by I Squared Capital in Peru (~US\$80m EV). Involved in SPA negotiations, regulatory filings, and post-closing integration.
- Evaluated the acquisition of a 1.1GW solar and thermal power portfolio in Chile (~US\$400m EV) supported by a long-term PPA. Presented the asset de-risking strategy to be obtained through greenfield renewable projects, developed a tax efficient upstream acquisition structure, and supported in the underwriting of RWI and the acquisition financing syndication.
- Worked in the divestment of a portfolio company's CPG business line (~US\$200m EV). Negotiated synergies of US\$40m with buyer. Engineered a supply contract to regulate the acquisition of raw material under a fixed price band.

#### Selected Portfolio Company Experience

- Structured the transformation office for Primax (gas service stations) to identify and execute initiatives that countered the effects of Covid-19 on gas demand. Achieved savings of ~US\$50m (20% above target).
- Supported the CEO in an activist initiative to spin-off Yape (digital wallet with 10m+ users) from Credicorp (NYSE: BAP).
- **Asset Management:** Coordinated the evaluation of 10+ co-investments with global funds (Carlyle, Blackstone, Vista, Macquarie, among others) as part of GRIO's global diversification, with US\$100m+ approved and committed. Headed GRIO's first investment in a Growth Equity fund with a US\$5m commitment in TCV XII.
  - Co-led the investment in a new asset class (Pension Safeguard Solution) developed by Carlyle's global credit platform. Completed the financial due diligence, and pitched and obtained approval for a US\$100m investment.

### CREDICORP

Lima, Peru

*Peru's largest financial conglomerate with US\$10Bn+ market cap. NYSE: BAP.*

#### Analyst, Corporate Strategy and M&A

2020

#### Trainee, Corporate Strategy and M&A

2019

- Synthesized a 100+ company database to diligence 10 potential targets in banking and microfinance across six countries.
- Co-led the structuring of a merger between two Credicorp microfinance subsidiaries (~US\$150m joint EV).
- Formulated the strategy to execute a joint venture between a fintech subsidiary and a telecom under a growth-for-equity structure.

### CITIBANK

Lima, Peru

#### Trainee, Corporate & Investment Banking

2017

## ADDITIONAL INFORMATION

**Sports:** Professional soccer player. Played on the U-15, U-17 & U-20 Peruvian National Soccer Team (2010-2014). Played for the reserves of 1<sup>st</sup> division Peruvian soccer team Universidad San Martin de Porres (2013-2015).

**Research:** Bachelor Thesis – “*Comparison of car traffic in 56 cities in Peru and estimation of its economic costs.*” Co-created an algorithm to simulate random trips using Google Maps and developed a city-level speed index to estimate traffic costs.

## Alonso Vargas

+1 (650) 546 5970 | avargasp@stanford.edu | <https://www.linkedin.com/in/alonsovargaas/>

### EXPERIENCE

Multidisciplinary professionals focused on real estate development & investment, and collaborative forms of agreement in the built environment to achieve affordability, maximize value, and systematically reduce waste towards sustainability.

*ARUP*

**June 2024 - August 2024**

#### Technical Advisory Consultant

Facilitate project execution, under PPP agreements for large infrastructure projects (+300M USD) by supporting business planning, conducting economic, contractual, financial analysis, and M&A transactions.

*Chufani Construction Company LLC*

**August 2020 - August 2023**

#### Construction Manager

October 2022 - August 2023

Part of PMO. Oversaw the LC implementation across the portfolio. Chufani is one of the most successful general contractors in LATAM. Operations in LATAM and the US. Industrial Real Estate. This perspective taught me to rethink organizational strategy, focusing on ecosystems and relationships rather than merely efficiency and competition.

#### Latest Project: LOTE 10 Data Center | Client: Microsoft | Budget: +\$105M USD | Size: +55,000 ft<sup>2</sup>

- Responsible for a 5-member Lean Construction and production planning team. Pursuing LEED Gold Certification.
- Implementation of VDC utilizing SYNCHRO for optimized procedures, decision-making towards target value delivery.
- This experience taught me to design and train for performance, focusing on systems, not merely results.

Past Experience Chufani | Project Management Intern (Aug 20 - Jun 21) | Lean Construction Leader (Jul 21 - Oct 22)

#### Project Sight Portfolio Manager

- In the first 3 pilot projects, within the first 8 months, we increased our PPC by 11% in comparison to the average PPC.
- This experience elucidated how to relentlessly identify stakeholder's value while systematically reducing waste.

#### Project: PLAN | Client: Liverpool | Budget: +\$300 million USD | Size: +2.5M ft<sup>2</sup> | LEED Gold

- Support of the Lean Construction project execution and delivery of the largest distribution center in LATAM.
- Delivered a phase of the project one week ahead of the contractual date, by changing a CPM schedule into a Takt schedule.
- This opportunity clarified the advantages of collaboration over competition towards the achievement of project's goals.

#### Project: QE ROOM | Client: Toyota | Budget: +\$1 million USD | Size: +10,000 ft<sup>2</sup>

- Facilitated a +\$65k USD estimation, in a fiscal year-end, by tracking misallocated information through data analysis.
- This experience demystified the idea of rigid project management. Be flexible in all things except one's principles.

*Monterrey Institute of Technology and Higher Education - Tec de Monterrey*

**January 2022 - August 2023**

#### Lecturer

- Taught CV2002S - Lean Construction, CV2038 - Project Management, CV2039 - Construction Operations Management.
- Co-developed CV3001C - Construction Efficiency and Digitalization
- Conferencist: "High-Performance Buildings: What and How - IPD / LEED", "Lean Construction: Sustainability for AEC"
- "Inspiring Professor Award" Finalist | Attained 9.79/10 in ECOAS (Student Opinion Surveys Grade)

### EDUCATION

#### B.S. Civil Engineering | Monterrey Institute of Technology & Higher Education August 2016 - June 2021

- Academic Distinction Award x7 – (Jan–May 18', 19', 20', 21') | (Aug–Dec 19', 20') | (Jun–Jul 20') | Grade: 95/100
- Construction Management Minor

#### M.S. Civil Engineering | Stanford University

**September 2023 - June 2024**

- Sustainable Design and Construction - Management Track
- SPIRE (Stanford Professionals in Real Estate) - SDC Liaison
- CEE 246P Real Estate Development & Finance, GSB 306 Real Estate Investment, LAW 1034: Real Estate Transactions

**SKILLS & SOFTWARE** Proforma | CBA | Scheduling | VDC | Contracts | Public Speaking | Spanish | Takt |

**CERTIFICATIONS** Engineer License #12360701 | [LEED Green Associate](#) | [Stanford GSB Ignite - Entrepreneurship Program](#)

**SOCIAL SERVICE** TECHO MEX – Affordable Housing Coordinator. Built sustainable homes in marginal communities.

**PERSONAL** Marathoner | Captain Soccer Varsity Team | National Champ x1 - 16' | State Champ x3 - 16', 17', 18' |

**Elena Vasilache**  
[Elena.Vasilache@Stanford.edu](mailto:Elena.Vasilache@Stanford.edu)

**EDUCATION:**

*Stanford Graduate School of Business*, Stanford California, 2023, *Ignite* Certificate

*Stanford University*, Stanford California, 2022-2026 Master of Liberal Arts

*Moldova State University*, Republic of Moldova, BA in Humanities, English Language and Literature

**PROFESSIONAL EXPERIENCE:**

*Graduate Teaching Consultant*, Stanford University, 2024 - Current

- Developed and led teaching workshops and panel presentations for incoming international Teaching Assistants (TAs) at Stanford.

*Peer Academic Coach*, Stanford University, 2024 – Current

- Provided personalized one-to-one coaching to Stanford students to succeed academically.

*Office of Postdoctoral Affairs Graduate Associate*, Stanford School of Medicine, 2024 - Current

- Developed a new method of increasing accuracy to 96% in a data collection project analyzing career outcomes for postdoctoral scholars.

*Desk Editor*, Stanford Daily Newspaper, 2023 - Current

- Edited and managed content for 6 writers and columnists in the Sports section. The number of daily sports articles tripled under my leadership.

*Director of LSAT Preparation*, Stanford Pre-Law Society (SPLS), 2023 - Current

- Increased SPLS' test prep partners by 400% and in turn increased club membership by 25%.
- Organized first test prep giveaway (\$8000) which increased social media engagement.

*Transportation Co-Lead*, Students for a Sustainable Stanford, 2024 - Current

- Securing fundraising for innovative transportation service for Stanford students to encourage public transportation and green solutions.

*Secretary*, Stanford Graduate Student Council (GSC), 2023 - 2024

- Increased transparency and facilitated knowledge transfer across GSC council terms by introducing a public spreadsheet tracker for legislation.

**CERTIFICATIONS:**

Stanford GSB *Ignite*, entrepreneurship and innovation certificate

- Developed core business skills and worked on the viability of an AI-based educational startup with a team of six members.

Stanford *CIRTL* Teaching Certificate (Practitioner Level)

- Conducted research on improving the completion rates of self-paced online courses.

Harvard Innovation Labs – Developing Climate Solutions

- Gained expertise in unpacking climate solutions, ideation, and tools for idea viability testing.

**LANGUAGES:** English (fluent), Romanian (native), Russian (proficient)

**VOLUNTEERING:** Contributed to housing 39 unhoused individuals by updating United Effort Organization databases.

## Emma Kexin Wang

(650) 833-8847 | emmakexinwang@gmail.com | www.linkedin.com/in/emma-wang-05a690226

### EDUCATION

**Stanford University** | Master of Arts, Bachelor of Arts in English, GPA: 3.94 *January 2025*

**Stanford Bing Overseas Program in Kyoto, Japan** *September – December 2023*

### CONTENT MARKETING EXPERIENCE

**Marketing and Outreach Assistant | Arts Intensive Program | Stanford, CA** *January 2022 – Present*

- Developed and executed 10+ outreach events; maintained content strategy calendar in Google Sheets.
- Created and managed marketing content across multiple channels; wrote email and social media copy.
- Spearheaded social media content on Instagram; created innovative branding; implement SEO practices.
- Collaborated with graphic designers, program administrators, vendors, and faculty.

**Co-President | Common Origins Dance | Stanford, CA** *June 2022 – June 2023*

- Ideated and marketed artistic concept for dance show, which saw 700+ attendees & 3k+ livestream views.
- Wrote weekly email newsletters; wrote copy for posters and social media; oversaw marketing campaign.
- Provided creative vision and executed dance rehearsals, promoting inclusivity through team discussions.
- Procured and managed a \$9,000+ budget; booked videographer, photographer, and venue.

### WRITING EXPERIENCE

**Staff Writer, Columnist | Stanford Daily | CA, United States** *September 2020 – Present*

- Wrote biweekly column for horror films; covered campus arts events; wrote listicles and personal essays.
- Contacted by KQED Digital Media for their interest in “How Much of These Hills are Gold” review.

**Chappell Lougee Scholar | Stanford University | Xi’an, China** *June 2023 – September 2023*

- Conducted in-depth field, literary, and academic research; wrote a 50k-word magical realism novel about history, trauma, and memory; wrote 20-page research proposal that secured \$9,000 funding.
- Adapted writing voice and style to *Stanford Daily*; edited articles; followed tone and voice guidelines.
- Formally presented research to audiences of alumni and prospective students.

**College Essay Editor | Self-employed | Remote** *June 2020 – Present*

- Help students craft distinctive and compelling narratives for college essays; maintain cohesive personal voice in application; provide structural, thematic, and line edits.
- Students accepted to Stanford, Boston University, UCs, Amherst, and more.

**Published Writer | Stanford, CA** *September 2016 – Present*

- Published short stories and poems in 10+ literary magazines; run a personal blog and newsletter.
- Writing portfolio: <https://emmakexinwang.com/>

### SKILLS & ACTIVITIES

- Software: Canva, Adobe Creative Suite
- Project Skills: copywriting, content creation, DEI insight, verbal and written communication, storytelling, cross-functional collaboration, traditional and social media marketing strategy, SEO implementation
- Team Leadership: Stanford XTRM, Legacy Dance, Stanford UNS, Common Origins Dance

### WRITING AWARDS AND WORKSHOPS

- Stanford Major Grant Recipient (2024)
- Commended writer of the *Adroit Journal Prizes* (2020, 2022)
- Ellipsis Summer Program (2021)
- Adroit Journal Mentorship (2020)
- Kenyon Young Writers (2019)
- UPenn Kelly Book Group (2019)
- Bennington Young Authors Competition Finalist (2018)

# Betty (Yuechen) Wu

Palo Alto, CA | bettyyw0120@gmail.com | 650 788 3845 | linkedin.com/in/bettywwu- | bettyyw0120.github.io

## Education

- |  |                     |
|--|---------------------|
| <b>Stanford University</b> , School of Engineering   | Stanford, CA        |
| • <b>M.S.</b> , Computer Science; GPA: 4.02  | Mar 2024 – Mar 2025 |
| • <b>B.S.</b> , Management Science & Engineering; Minor in Public Policy; GPA: 3.98  | Sep 2020 – Dec 2024 |
| • Davis United World College Scholar; relevant coursework: Machine Learning, Natural Language Processing, Operating Systems Principles, Design and Analysis of Algorithms, Distributed Systems |                     |

## Skills

**Programming Languages:** Python, C++, C, Java, HTML/CSS/Javascript, MATLAB, R, Stata

**Developer Tools:** Docker, Git, Unix, Terraform, Gradle, AWS, Kubernetes, CI/CD Pipelines

**Frameworks & Libraries:** React, Node.js, Bootstrap, Flask, Django, PyTorch, Scikit-learn

## Experiences

- |  |                     |
|--|---------------------|
| <b>Rivian Automotive, Inc.</b> , <i>Software Engineer Intern</i> – Palo Alto, CA   | Jun 2024 – Sep 2024 |
| • Led the redesign of <b>Change Data Capture</b> (CDC) from DynamoDB streams to events published from services   |                     |
| • Integrated <b>Elasticsearch</b> to enhance search capabilities and real-time querying of event data; utilized <b>DataHub</b> for data discovery and lineage tracking                             |                     |
| • Developed a common library to standardize event publishing and processing across multiple micro-services   |                     |
| <b>SignalPlus Ltd.</b> , <i>Crypto Option Trading Intern</i> – Singapore   | Jun 2023 – Aug 2023 |
| • Developed and deployed a <b>Python</b> -based arbitrage bot for automated high-frequency trading within and across multiple cryptocurrency exchanges; <b>first 30D Profit &amp; Loss 102.91%</b> |                     |
| • Mitigated liquidation risk and strengthened portfolio stability during market volatility by implementing robust risk management protocols, including stop-loss and dynamic exit strategies       |                     |
| • Analyzed market data and optimized algorithms for low-latency execution across different exchanges.  |                     |
| <b>OPPO Mobile Telecommunications</b> , <i>Product Manager Intern</i> – Seattle, WA  | Apr 2021 – Aug 2021 |
| • Coordinated with product development and marketing teams for the pre-launch of OnePlus Nord CE and Nord 2; co-led the project initiation of Nord 3   |                     |
| • Conducted market analysis into the Indian and US smartphone markets and interviewed 40 users to design tailored marketing strategies for international expansion                                 |                     |

## Research Projects

- |   |                     |
|---|---------------------|
| <b>Stanford Center for Health Policy</b> , <i>Research Assistant</i>  | Feb 2023 – Present  |
| • Led data collection for Dr. Karen Eggleston's research on Health Aging in Asia, focusing on ownership structures in the health sectors of China and Korea   |                     |
| • Designed and implemented models for a <b>stochastic agent-based network simulation</b> of Hepatitis C spread among people who inject drugs, in collaboration with Prof. Joshua Salomon                  |                     |
| • Built <b>ML models</b> (Neural Network, Random Forest, Logistic Regression) to estimate state-level LGB population  |                     |
| <b>Stanford School of Engineering</b> , <i>Research Assistant</i>   | Oct 2022 – Mar 2023 |
| • Developed a Chinese <b>SentiStrength</b> model to estimate the level of positive and negative sentiment in short text, and to consider the role of culture value on social media behavior (NSF project) |                     |
| • Used <b>web scraping</b> to extract Chinese texts from public Twitter API, wrote functions to rate their sentiment level  |                     |

## Community Project

- |  |   |
|--|---|
| <b>Visa Status Tracker</b>   | <a href="https://track.moyu.ac.cn">https://track.moyu.ac.cn</a> |
| • Developed an automated system to check US visa status every 6 hours, sending updates via WeChat; implemented CAPTCHA prediction using Convolutional Neural Networks (CNN); <b>served over 6000 users</b> |   |
| • Tools Used: Python, Flask, Bootstrap, ONNX, PyTorch, Serverless Function, WeChat Developer API   |   |

# BRIANNA XIE

Email: brixie@stanford.edu | Phone: (505) 234 – 4159

## EDUCATION

### Stanford University

Stanford, CA

Sept. 2024 – Present

- *M.S. in Management Science & Engineering*
  - Quantitative Finance Breadth
  - Autumn Coursework: Optimization (CME 307), Machine Learning (CS 229), Investment Science (MS&E 245A)

### University of California, Los Angeles

Los Angeles, CA

Sept. 2021 – June 2024

- *B.S. in Mathematics/Economics | 3.95/4.00*
  - Cum Laude; 6x Dean's Honor List; 2024 Outstanding Math/Economics Student Awardee
  - Relevant Coursework: Multivariate Calculus, Linear Algebra, Differential Equations, Real Analysis, Stochastic Processes, Optimization, Probability, Statistics, Discrete Structures, Computer Science, Python, Accounting Principles, Corporate Finance, Macroeconomic Theory, Microeconomic Theory, Econometrics

## RESEARCH & TEACHING EXPERIENCE

### Stanford Graduate School of Business

Stanford, CA

Sept. 2024 – Present

- *Course Assistant*
  - Assisting MBA students through casework involving optimization techniques and Monte Carlo simulations for real-world applications.

### Department of Economics, UCLA

Los Angeles, CA

Nov. 2023 – June 2024

- *Research Fellow*
  - Conducted two projects with Distinguished Professor William Zame regarding the impact of index funds on investor welfare and auditing dynamics between auditors and firms.
  - Developed simulations in R to demonstrate the impact of index funds on equilibrium stock and bond prices.
  - Assisted in the design of a game theory model to illustrate the impact of the PCAOB on auditing effort, providing insights for potential policy adjustments.

- *Research Assistant, Economics of Crime*

Mar. 2022 – June 2022

- Categorized over 100+ major US cities to create a standardized set of crime data using excel automation.
- Analyzed discrepancies between criminal charges to create a set of empirical rules for classifying crime data.

### Department of Mathematics, UCLA

Los Angeles, CA

Jan. 2023 – June 2023

- *Learning Assistant (MATH 33B + MATH 115A)*
  - Guided students in solving ODEs and PDEs and constructing linear algebra proofs.
  - Led review sessions with more than 50 participating students.
  - Received over 70+ excellent evaluations from students for teaching and communication abilities.

## WORK EXPERIENCE

### Goldman Sachs

Dallas, TX

June 2024 – Aug. 2024

- *Summer Analyst, Quant Risk Strats*
  - Used Slang and Python to extract and clean wholesale loan data for analysis, handling loans spanning different states of health and maturity.
  - Analyzed time distributions and loss given defaults through multivariate regressions, data visualization, and survival curve analysis.
  - Enhanced budgeting benchmark model in Excel and Python using impairment and charge-off data research to improve granularity of credit loss provisions and forecasts for notional growth.
  - Presented findings and recommendations to Risk Engineering Division.

**Engineers Gate**

New York, NY

June 2022 – Sept. 2022

- *Summer Research Intern*
  - Utilized PyTorch and Gensim to create neural network and transformer models for sentiment analysis.
  - Processed raw financial transcript data in Python using libraries such as pandas and Beautiful Soup.
  - Created a successful model that predicted historical stock returns with a hedged return of 2%.
  - Presented findings to portfolio management group (as both an oral presentation and final written report).

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**SKILLS**

- *Technical:* Python (PyTorch, gurobipy, Matplotlib, Scikit-learn, etc.), R, LaTeX, Excel, C++, Linux, Git, MATLAB
- *Language:* English (native), Mandarin Chinese (native proficiency)

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**ADDITIONAL**

- 331 GRE: 163 Verbal, 168 Quantitative, 5 Analytical Writing

# Kaylee Xie

+1 (949)-992-3077 | [xie10mengjie@gmail.com](mailto:xie10mengjie@gmail.com) | [linkedin.com/in/mengjie-kaylee-xie/](https://www.linkedin.com/in/mengjie-kaylee-xie/) | Palo Alto, CA

## EDUCATION

<b>Stanford University</b>	Stanford, CA
<i>M.S. in Computer Science</i>	09/2024 - 06/2026
Coursework: CS 149 Parallel Computing, CS 237A Principles of Robot Autonomy, CS 221 Artificial Intelligence	
<b>University of California, Irvine</b>	Irvine, CA
<i>B.S. in Computer Science and Engineering</i>	09/2020 - 06/2024
GPA: 3.97/4.0	
Coursework: Algorithms, ML, OS, Compilers, Signals & Systems, Electronics, RISC Architectures, Embedded Systems	

## EMPLOYMENT EXPERIENCE

<b>Mill Industries Inc.</b>	06/2024 - 09/2024
<i>Firmware Engineering Intern</i>	<i>San Bruno, CA</i>
<ul style="list-style-type: none"> <li>Designed a batch update system between 2 MCUs via IPC on FreeRTOS to upload history cycle data to the cloud</li> <li>Wrote Python scripts and Ninja to auto-generate sensor configuration files from schema to modularize code</li> <li>Added Command Line Interface (CLI) commands to display and manage AWS IoT device shadow values</li> <li>Integrated a timer into the firmware FSM to ensure uploaded sensor values reset to zero after being turned off, improving data accuracy and sensor reliability</li> </ul>	
<b>UC Irvine Office of Information and Technology</b>	05/2022 - 05/2024
<i>Student Programmer</i>	<i>Irvine, CA</i>
<ul style="list-style-type: none"> <li>Contributed to the development of a full-stack faculty profile system website for UCI, using Java, MSSQL for backend development and FreeMarker, jQuery for frontend <a href="#">[Link]</a></li> <li>Identified and addressed issues causing duplicate log messages in batch jobs, optimizing system performance; upgraded dependencies and resolved circular dependency issues in all Java batch jobs</li> <li>Streamlined ticket creation by automating ServiceNow ticket generation for unmatched campus IDs in LDAP</li> <li>Documented high-level interaction logics of Java batch jobs using UML sequence diagrams</li> </ul>	

## RESEARCH EXPERIENCE

<b>Drone Remote ID Demonstration for Anti-Collision, Senior Design Developer</b>	09/2023 - 05/2024
<i>Supervisor: Professor Peter Burke, Senior Year Project, ASTM Project Grant</i>	<i>Irvine, CA</i>
<ul style="list-style-type: none"> <li>Assembled two drones equipped with ESP32 Remote ID modules and open-source Ardupilot firmware</li> <li>Developed a drone-to-drone anti-collision system and algorithm utilizing MAVLink and Remote ID data</li> <li>Tested and validated our anti-collision system in SITL and on physical drones in an open field with FAA approval</li> </ul>	
<b>UCI Micromouse Robotics Competition, Primary Researcher</b>	09/2022 - 06/2023
<i>Supervisor: Professor Hamidreza Aghasi, Undergraduate Research Opportunities Program (UROP)</i>	<i>Irvine, CA</i>
<ul style="list-style-type: none"> <li>Led a 4-member team in completing the hardware design of the Micromouse (mainly PCB), a robot designed to navigate a 16x16 maze autonomously</li> <li>Optimized the return path algorithm with a focus on exploring unvisited areas, gathering 30% more maze data</li> <li>Made analog to digital conversions, modified power delivered using PWM, utilized PID control for error adjustment and calibration, and debugged circuits with precision measurement tools</li> <li>Set and met 90% of goal deadlines, allocated budget, and scheduled biweekly meetings with our faculty advisor</li> </ul>	

## PROJECTS

<b>Embedded Systems and Microcontroller Programming   C</b>	04/2023 - 06/2023
<ul style="list-style-type: none"> <li>Designed and programmed Tiva TM4C123GH6PM ARM-based microcontroller using breadboard and soldering</li> <li>Proficiently interfaced with external sensors/actuators and leveraged protocols and peripherals like I2C, UART, internal timers, interrupts, and analog-to-digital converters to ensure enhanced functionality</li> </ul>	

## TECHNICAL SKILLS

**Languages:** Chinese (native), English (fluent)  
**Skills:** C/C++, Python, Java, scikit-learn, Verilog/VHDL, RISC-V/MIPS assembly, MySQL, HTML, CSS  
**Tools:** Git, Github, ROS, Linux, Jira, Grafana, Xilinx Vivado, VS Code, Jenkins, Graylog, Eclipse

**Zoey Zheng**

<https://yiguozheng2001.wixsite.com/zoey> | [ygzheng@stanford.edu](mailto:ygzheng@stanford.edu) | [www.linkedin.com/in/zoey-zheng-stanford](https://www.linkedin.com/in/zoey-zheng-stanford)

**EDUCATION**

- 
- Stanford University** Stanford, CA  
M.A., Economics, East Asian Studies GPA: 4.1/4.0 *September 2023 – June 2025*
- Beijing Foreign Studies University** Beijing, China  
B.A., Marketing Management (Double Major: Korean) GPA: 4.0/4.0 *September 2019– June 2023*

**WORK EXPERIENCE**

- 
- Astera Labs** Santa Clara, CA  
*Sales Operations & Supply Chain Analysis* *June 2024–September 2024*
- Leveraged AI-driven strategies to help sales reps identify opportunities, improve forecasting, and automate workflows
  - Managed Salesforce data (data cleaning, pricing updates, automated workflows) and synchronized data across platforms
  - Implemented and edited Salesforce Apex configurations to ensure data integrity
  - Designed reports and dashboards to provide insights on customer trends and opportunities
  - Researched ERP (Salesforce, Model N, Vendavo) and pricing tools, and participated in demos to support revenue analysis
  - Processed customer orders, coordinated shipments, and maintained accurate account records
  - Completed customer forms (Vendor Setup, PN validation, ECCN/HTS) with focus on accuracy and deadlines
- Microsoft** Beijing, China  
*Research Support Intern of Microsoft Edge* *August 2022–November 2022*
- Rated over 5,000 websites based on internal guidelines and regional policies to improve compliance and notifications
  - Worked with the technical team to refine algorithms using my language and cultural knowledge
  - Improved localization to deliver more relevant content to users in different regions
- Amazon** Beijing, China  
*Research Support Intern* *December 2021–August 2022*
- Used Korean and Japanese language skills to support Asia-specific and global programs, helping tailor CRM data strategies
  - Provided business-strategy consulting to Worldwide Consumer Finance by monitoring emerging business trends
  - Partnered with cross-functional teams across business segments (e-commerce, media, fintech) and departments (Retail, Twitch, Alexa) to provide data-driven insights and ensure alignment on key business strategies
- Beijing 2022 Winter Olympic Games** Beijing, China  
*Interpreter* *January 2022–March 2022*
- Interpreted for over 50 athletes and journalists from 7 countries during media conferences and anti-doping tests; transcribed recordings and other editorial activities
- ByteDance** Beijing, China  
*Research Assistant, Artificial Intelligence Lab* *April 2021–August 2021*
- Collected speech material according to market requirements and simultaneously controlled the signal-to-noise ratio
  - Employed automatic speech recognition algorithm to create entire vocabularies of natural language
  - Normalized texts for database storage and retrieval, and summarized the phonological rules of various languages
  - Built a data-annotated Chinese-English-Korean trilingual parallel corpus with 287 textual pairs
  - Promoted the use of speech synthesis technology in TikTok, English teaching apps, voice assistants, and audiobooks

**RESEARCH EXPERIENCE**

- 
- Freeman Spogli Institute for International Studies at Stanford** Stanford, CA  
*NLP Research Assistant* *September 2023–January 2024*
- Established a data set of 480,000 records of East Asian mainstream news media extracted from over 11 web domains
  - Conducted data mining using sentiment analysis and lexical drift to identify factors

**SKILLS**

- 
- Language: Chinese Mandarin (native), English (proficient), Korean (proficient), Japanese (fluent), Cantonese (fluent)
  - Computer: SQL, Python, R, Stata, Apex, Figma, Adalo, Salesforce & Data Loader, HubSpot, Tableau, PowerBI, Jira, Confluence, Advanced Excel, Vendavo, Model N, InDesign, Photoshop, Premiere Pro, Praat, SPSS, Illustrator, Sketch, InVisio, Principle

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# GRADUATE INTERNSHIP

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# Derreck A. Boateng Agyemang

dboaten1@stanford.edu | www.linkedin.com/in/derreckba

Stanford, CA | (443) 593-2750

## EDUCATION

### STANFORD UNIVERSITY

M.S. Mechanical Engineering

Expected: June 2026

### UNIVERSITY OF MARYLAND, A. JAMES CLARK SCHOOL OF ENGINEERING

B.S. Mechanical Engineering

GPA: 3.953

Conferred: May 2024

## TECHNICAL EXPERIENCE

### Boston Scientific

*Post-Market Quality Intern*

Arden Hills, MN

May 2024-Aug 2024

- Examined and measured over 70 samples of inflatable penile prosthesis (IPP) devices to determine approximate rate of wear and sleeve usage near critical components which include pump, kink resistant tubing, and cylinders
- Utilized Power BI to create data visualizations and statistical analysis through Excel to inform conclusions and recommendations for instructions of use and next generation IPP device
- Created and 3D printed test fixture from SOLIDWORKS to perform flow rate resistor testing
- Presented project outcomes to director level officials of Boston Scientific within Quality organization

### Mechanical Engineering Capstone: Design for the Elderly

*Project Member*

College Park, MD

Jan 2024-May 2024

- Built a 1:2 scale prototype of a motorized lowering cabinet shelf alongside five teammates to address mobility concerns of elderly and physically disabled populations
- Analyzed and optimized motion path and weight constraints of cabinet system through simulations using SOLIDWORKS animation, MotionGen, and static fundamentals
- Verified feasibility of design by consulting human factors experts and performing failure mode and effect analysis (FMEA), life cycle assessments, and adherence to design specifications

### QUEST Capstone Professional Practicum: MRAS Automation Project

*Student Consultant*

College Park, MD

Aug 2023-Dec 2023

- Cooperated in a team of four members and use DMAIC approach to suggest automation including parts vending machines, in-line conveyor scales, and RFID chips alongside implementation plans within the receiving and put away process Middle River Aerostructure System's inspection and kitting warehouse
- Conducted six stakeholder interviews and analyzed time data to create swim lane process map of current operations
- Quantified final recommendations which will reduce company's overall cycle time by 25%

### ExxonMobil

*Machinery Engineering Intern*

Baytown, TX

Jun 2023-Aug 2023

- Performed root cause analysis for centrifugal pump by exploring equipment's failure history, rated performance data/curves, cutaway diagrams, piping & instrumentation diagrams, vibration data in SEEQ, and as found documentation
- Created documentation to switch metallurgy for air operated chelating pump and scoped out metal upgrade
- Upgraded gear couplings in three compressors to flex element diaphragm couplings by performing API 671 coupling evaluations, dimension calculations, and reviewing ExxonMobil's internal design practices

### ENME466 Lean Six Sigma: Bechtel Rebar Project

*Engineering Student Consultant*

College Park, MD

Feb 2023-May 2023

- Collaborated in a team of four students alongside Bechtel's innovation team utilizing the lean six sigma framework to create a value proposition and recommendations to shift Bechtel's rebar process to be internally within their system
- Analyzed over 300 technical request document entries through uses of Python scripts for word processing of descriptions and Excel for statistical analysis regarding the open and close dates of these items

## ADDITIONAL EXPERIENCE

### College Success Scholars (CSS) Program

*Program Coordinator & Team Leader*

College Park, MD

Aug 2021- May 2024

### University of Maryland, College Park

*Thermodynamics Undergraduate Teaching Fellow*

College Park, MD

Aug 2022-May 2024

*Applied Research Laboratory for Intelligence and Security Research Assistant*

Jan 2024-May 2024

### Clark Construction Group

*Summer Associate Intern*

Baltimore, MD

Jun 2022-Aug 2022

## SKILLS

**Engineering:** MATLAB, SOLIDWORKS, Autodesk Fusion 360, Tinker CAD, Arduino, C++, Python, Processing, Power BI

**Problem Solving:** Design Thinking, Six Sigma (DMAIC, DFSS), Lean Methodology, Blue Ocean Strategy

# ENRICA ARCHETTI

archetti@stanford.edu. Stanford, CA, USA

## Education

### Stanford University

PhD in Management Science and Engineering - Quantitative Finance Track. Supervised by Prof. M. Pelger

Research focus: applications of machine learning to climate finance

Work in Progress: *How Much Sustainability is Really in Stock Prices?* (with E. Lütkebohmert-Holz, M. Pelger and M. Rockel)

Stanford, CA, USA

2026 (exp.)

### Bocconi University

MSc in Data Science and Business Analytics – Summa Cum Laude. Supervised by Prof. C. A. Favero

BSc in Business Administration and Management. Supervised by Prof. A. Camuffo

Milan, Italy

2020

2018

### University of British Columbia – Sauder Business School

MBA Exchange Semester. *Highest GPA among all Class of 2020 MBA students*

Vancouver, Canada

2019

### University of Western Australia – UWA Business School

Exchange Semester

Perth, Australia

2017

## Teaching and Research Experience

### Teaching Assistant at Stanford School of Engineering, MS&E Department, Stanford University

MS&E 245A: Investment Science (Graduate)

MS&E 211X: Introduction to Optimization (Accelerated) (Graduate)

MS&E 211DS: Introduction to Optimization: Data Science (Graduate)

MS&E 145: Introduction to Investment Science (Undergraduate)

MS&E 120: Introduction to Probability (Undergraduate)

Stanford, CA, USA

Fall 2023, 2024

Spring 2023, 2024

Winter 2023

Winter 2023

Fall 2022

### Teaching Assistant at Stanford Center for Professional Development, Stanford University

Saudi Industrial Development Fund Credit Analyst Mini-MBA Training Program

Stanford, CA, USA

Summer 2022, 2023, 2024

### Research Assistant at Department of Social and Political Sciences, Bocconi University

Mobility during COVID-19 pandemic (advisor: Prof. P. Pinotti)

Collected and prepared data using Google API, scraping websites and GeoPandas

Milan, Italy

2020

### Research Assistant at ICRIOS, Bocconi University

The scientific method in startup management (advisor: Prof. A. Camuffo)

Milan, Italy

2018

## Industry Experience

### Financial Engineer Intern at Rationis SRL

Working Paper: *A Model for the US Term Structure with Drifting Equilibrium Rates* (with Prof. C. A. Favero, et al.)

Projects: regime detection using K-Means clustering

Milan, Italy

2020 – 2021

### Business Intelligence Intern, Duff&Phelps GmbH

Three months internship in Valuation Services: analysis of the logistics of a toys company, data analysis of financial data, VBA programming

Frankfurt, Germany

2020

## Conference Presentations & Posters

INFORMS Annual Meeting 2024

AI in Fintech Conference 2024 (poster)

Seattle, WA, USA

Stanford, CA, USA

## Fellowship Awards

Jerome Kaseberg Doolan Fellowship

The Macomber Family Engineering Fellowship Fund

Summer 2023, 2024, 2025

AY 2021-2022

## Services

Program Assistant - AI & Big Data in Finance Research Forum (ABFR)

Mentor - Stanford Engineering Research Introductions Organization (SERIO)

Doctoral Student - **Advanced Financial Technologies Lab** at Stanford University

Mentor - Stanford MS&E **University Partnership Program**

Member - Stanford MS&E Master's Program Admission Committee

Bocconi Students for Digital Consulting (University association):

President (2018 – 2019), Secretary General (2017 – 2018), Project Manager (2018 – 2018), Head of Social Media (2016 – 2018)

2024 - Present

2022 - Present

2021 - Present

2023

2021, 2022, 2023

2015 - 2019

## Programming / IT and Language Skills

Python,  $\LaTeX$  (proficient), R, SQL, Web scraping, HTML (familiar). Expertise in Machine Learning and statistical libraries

Italian (native), English (fluent), Spanish (basic)

## Personal Interests and Extra Activities

2020: *Volunteering Analyst at BuildNN*, Milan, Italy. **Covid-19 ITA**: data visualization project about the spread of COVID19 in Italy

Parafencing, photography, art (favorite artist: Vincent Van Gogh), live music

# ÁLVARO BAZÁN

## CIVIL ENGINEER



### PROFESSIONAL PROFILE

I am an MS student in Sustainable Design and Construction (SDC) at Stanford University. I hold a Bachelor's degree in Civil Engineering from Universidad de Lima, where I graduated first in my class in 2021-2. Stanford has certified me in Virtual Design and Construction (VDC), and I am currently enrolled in their Modern Construction certification program.

I have co-authored five research papers on the application of VDC in projects of various scales and have taught the Construction Robotics course in Stanford's SDC program. Professionally, I have led preconstruction efforts using the Target Value Delivery approach for nine projects in Peru, two in Miami, and three in Seattle. My expertise includes scheduling, clash detection and resolution, and collaborative contracts, helping streamline project coordination and execution.

I serve as Head of the Fundraising and Philanthropy Chair for the Leaders of the Built Environment (LBE) at Stanford University. Additionally, I coordinated several areas within the BIM Studies Circle (CEBIM) in 2020 and co-founded and co-chaired the VDC Studies Circle (CEVDC) in 2021.

### EDUCATION AND COURSES

#### MS Sustainable Design and Construction in Stanford University Undergraduate

- Bachelor's Degree in Civil Engineering from the University of Lima (Tenth Superior) (2017 - 2021).
- First place in the class of Civil Engineering (2021-2).

**Virtual Design and Construction Course (VDC)** (MAR 2020 - DIC 2021)

**CEE327: Construction Robotics** (JAN 2021 - MAR 2021)

**Modern Construction Certification (Stanford)** (APR 2024 - NOW)

### WORK EXPERIENCE

**Head of Research, Development, and Innovation at Properties Upgrade Group** (APR 2023 - SET 2024)

**Research Assistant at VDC Dictionary** (DIC 2020 - DEC 2023)

**Target Cost Coordinator at Produktiva** (NOV 2022 - APR 2023)

**Teacher Assistant at the University of Lima** (APR 2022 - AUG 2023)

**Research Assistant at Stanford University** (JUN 2021 - SET 2022)

**Production VDC Assistant at Produktiva** (APR 2021 - NOV 2022)

### ACADEMIC PRODUCTION

#### An Integrated Facility Management System (IFMS), supported by VDC and Lean (2024)

Bazán Montalto, A.D.; Vidal Quincot, J.F.; Del Savio, A.A.

#### Virtual Design and Construction (VDC) Framework: A Current Review, Update and Discussion. (2022)

Del Savio, A.A.; Vidal Quincot, J.F.; Bazán Montalto, A.D.; Rischmoller Delgado, L.A.; Fischer, M

#### An Integrated Facility Management System (IFMS), supported by the Virtual Design and Construction Framework (VDC) (2022)

Vidal Quincot, J.F.; Bazán Montalto, A.D.; Del Savio, A.A.; Fischer, M

#### VDC framework applied to the 'El Brocal mining unit' project (2020)

Bazán Montalto, A.D.

#### Metodología VDC aplicada a Proyectos de Infraestructura Vial (2020)

Bazán Montalto, A.D. y Vidal Quincot, J.F.

### ADDITIONAL ACTIVITIES

**Head of the Fundraising and Philanthropy Chair in Leaders of the Built Environment (LBE) in Stanford University** (OCT 2024 - NOW)

**General Coordinator of the VDC Study Circle** (JAN 2021 - DEC 2022)

**Coordinator of the Research and Modeling Area of CEBIM (University of Lima).** (JAN 2020 - DEC 2021)

**General coordinator of the BIM Studies Circle** (JAN 2019 - JAN 2020)


### LANGUAGES


**Spanish (Native Language)**

**English (Spoken, read, and written)**

**Italian (Spoken, read, and written)**

### CONTACT INFORMATION

 alvbazanm@gmail.com

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 <https://bit.ly/3p22FsG>

## Claire Benninger

(650) 833-8404 · clairecb@stanford.edu

### EDUCATION

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**STANFORD GRADUATE SCHOOL OF BUSINESS**, Palo Alto, CA 2026  
*MBA Candidate*

**CORNELL UNIVERSITY - School of Hotel Administration**, Ithaca, NY 2017

*Bachelor of Science with Distinction in Hotel Administration // Minor in Real Estate*

- Graduated top 2 of class as recognized by Degree Marshal honor 2017
- Merrill Presidential Scholar for intellectual drive, leadership abilities, and contribution to society 2017
- Vice President, Ye Hosts Honorary Society: Collaborated with school administration to improve curriculum and execute faculty recognition programs 2016 – 2017
- Vice President and Board Member, Student Management Cooperative Corporation: Oversaw purchasing cooperative's operations (\$4+ million in annual revenue) and personnel 2015 – 2017
- Chief Financial Officer, Kappa Alpha Theta Women's Fraternity (Iota Chapter): Managed chapter's budget for 200-person organization, 35-room facility and 3-person staff 2014 – 2015

### PROFESSIONAL EXPERIENCE

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**KHP CAPITAL PARTNERS**, San Francisco, CA

*Real Estate Private Equity Investors in US Lifestyle Hotels – 3 realized & 4 active funds with \$3+ billion total investment*

**Vice President, Finance & Asset Management** Jan. – May 2024

**Director, Finance & Asset Management** Dec. 2021 – Dec. 2023

- Managed 3 upper upscale hotels with \$183.3 million of enterprise value; responsible for driving profitability through revenue management, expense strategies, space optimization, tenant sourcing and lease negotiations
- Led creation and implementation of KHP's Environmental, Social and Governance (ESG) program across 4 departments; led ESG Committee and drove ongoing ESG considerations
- Supported Fund VI fundraising activities including prepared investor material, led in-bound diligence, and attended potential investor pitches
- Repositioned 100+ room 4-star hotel after 2+ year closure, reputational damage associated with housing unhoused populations, and rebranding in connection with \$8+ million renovation
- Led negotiation and received settlement of \$3.75 million from City of San Francisco for property damage
- Supervised 2 analysts and managed recruiting and execution of firm's analyst and internship program

**Associate, Asset Management** Sep. 2019 – Nov. 2021

- Led diligence for sale of full-service resort in Florida Keys with highest price per guestroom to date for KHP, contributing to largest profitable return in firm history
- Repositioned 150+ room 3-star hotel through strategic revenue management, leadership and operational changes, and rebranding in connection with \$7 million renovation
- Ensured 100+ room hotel's long-term stability by managing contract to lease hotel to City of San Francisco for housing unhoused populations during COVID-19 emergency
- Conducted KHP portfolio's property damage insurance claim analyses and negotiations with insurers – 6 claims completed in KHP's favor to date

**Analyst, Asset Management** Aug. 2017 – Aug. 2019

- Led \$25 million, 2+ year business interruption insurance claim for full-service resort in Florida Keys
- Managed \$1+ million renovation of Philadelphia rooftop lounge
- Executed \$500,000+ of various capital improvement projects, including 140-seat restaurant and bar refresh, 4-acre lot landscaping renovation, and 500 sq. ft. retail space conversion to private dining space
- Managed all internal property financial reporting spanning 5 third-party hotel management companies

**CORNELL UNIVERSITY**, Ithaca, NY

**Teaching Assistant: Food Service Management, Theory & Practice** 2015

- Guided student learning and application of culinary theory and cooking in industrial kitchens

**Teaching Assistant: Financial Accounting** 2014

- Hosted weekly office hours to assist students with course material; graded weekly homework assignments

### ADDITIONAL INFORMATION

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**Hobbies:** Avid skier and chef. Enjoy road biking, running, and hiking. Proud blood donor since 2011 and Be The Match bone marrow registry member since 2020.

**Education**

**STANFORD GRADUATE SCHOOL OF BUSINESS, Stanford, CA, USA** 2024-2026  
**Master of Business Administration**

**PURDUE UNIVERSITY, West Lafayette, IN, USA** 2016-2020  
**Bachelor of Science in Aeronautical & Astronautical Engineering**

**Professional Experience**

**THE BOSTON CONSULTING GROUP, Dubai office** UAE, Kuwait, Saudi Arabia, India, Poland  
**Consultant**, promoted from Senior Associate and Associate May 2021 – August 2024

**Strategic Planning & Problem Solving**

- Developed strategy & financial model for Real Estate developer in Kuwait, aiming to 5x Assets under Management, 3x Assets Owned and Net Profit, focused on diversification into new asset classes, asset management, and digital ventures
- Coordinated the relocation strategy for airport assets, including timelines and budget, across 50+ private and public stakeholders, facilitating the seamless expansion development and construction of one of the world’s largest airports
- Diagnosed airline’s capabilities and defined critical initiatives to align its long-term strategy, including a 5x fleet expansion until 2030; Determined program’s implementation roadmap and governance
- Built strategy on how to carve-out retail business division of key energy player, build a new brand, and prepare new company for potential IPO, focused on gas station and food & beverage outlets

**Partnership Management & Business Development**

- Coordinated a \$30B CAPEX megaproject masterplan competition for one of the world’s largest airports, overseeing the evaluation of entries to ensure compliance with technical, economic, and regulatory requirements
- Developed a partnership strategy for a key Saudi Arabian industrial goods company, focused on partners’ screening, collaboration mechanism, and reach-out strategy; Led initial outreach resulting in technical partner MoU
- Assisted with relationship-building with public and private sector partners for a new BCG market, preparing offers, pitching projects, and securing \$5M+ project pipeline in the market, expanding the firm’s footprint

**Innovation & Project Management**

- Developed and led the implementation roadmap for a client’s new electric vehicle manufacturing venture, overseeing the efforts of Procurement, R&D, Business Development, and HR departments, while reporting weekly directly to the CEO
- Established and enabled a PMO team to oversee an airline growth strategy; defined detailed roadmap to ensure operational readiness across departments, establishing working teams to deliver plan, kicking-off high-priority initiatives
- Coordinated board meetings of high growing mining and mineral materials company. Facilitated all client board-level workshops and coordinated work of 30 consultants across 3 continents

**Organizational Development**

- Developed an operating model for country-level holding company, tasked with coordination of 15+ nation’s biggest airports, focused on (de-)centralization of development and operations and asset ownership structure
- Designed target and interim organizational structures and governance model for real estate developer, expanding organization with 3 new departments to align with strategic diversification goals
- Constructed airport’s DevCo’s first-year budget, target organizational structure, and Delegation of Authority matrix

**Communication & Leadership**

- Regularly presented strategic insights and financial analyses to C-level executives and hosted client workshops and cross-department meetings, guiding decision-making on project budgets, timelines, and performance
- Mentored and supervised 8 associates across multiple projects, providing guidance on strategy development

**AIRBUS UK LTD.** Bristol, United Kingdom  
**Flight Physics Placement – Design to Mass Properties** July 2018 - July 2019

- Developed critical tool to test multiple variations of aircraft configurations at once (wings, ribs, spoilers, fuel tanks etc.). Reduced modeling time by 95%; trained 10 teammates on tool usage, benefits
- Coordinated weight estimation of systems on the Wing of Tomorrow project, testing new technologies and materials
- Led 50+ weight control and analysis projects for internal and external customers, working with colleagues across UK, US, Germany, Spain and France.

**LEONARDO HELICOPTERS, Eighth largest defense contractor, specializing in aerospace** Swidnik, Poland  
**Materials & Structural Testing Intern** May 2018 – July 2018

**Other**

**Interests:** Motorsports, Sports & Fitness (golf, tennis, squash, running), Travel & Cultural Exploration, Geopolitics & impact on financial markets, Community Service and Social Responsibility

# Devashree Choudhari

Palo Alto, CA | E: [cdeva@stanford.edu](mailto:cdeva@stanford.edu) | M: +925-489-6160 | [LinkedIn](#)

## EDUCATION

**Stanford University, California, United States of America**

MS in Sustainable Design & Construction; Concentration: Management

Aug 2024 – present

**Center for Environmental Planning & Technology (CEPT) University, Gujarat, India**

Masters of Architecture in Architectural Tectonics

Aug 2022 - May 2024

**School of Planning and Architecture (SPA), Bhopal, India**

Bachelors of Architecture

Aug 2014 - May 2019

## EXPERIENCE

**Freelance Work, Mumbai, India**

Architect and Designer

Jan 2021 – Aug 2023

- Spearheaded a 5,000 sq. ft. multi-specialty clinic tenant improvement (TI) project in Mumbai, overseeing design and construction with active collaboration with client
- Led residential interior and TI projects ranging from 800-1,800 sq. ft. across Pune, Mumbai, and Nashik, delivering tailored solutions for apartment spaces in multi-family residential housing complex.
- Designed brand logo and packaging material design for an ophthalmic consultation clinic, a women-owned SBE manufacturing candles and home décor products and a nutrition supplement company

**Environ Planners, Nashik, India**

Architect

Sep 2019 – Feb 2022

- Designed and delivered 22 small scale TI and interior projects within a span of 2.5 years in multiple building typologies including residential, hospitality, recreational and religious centers.
- Lead project architect for [The Yellow Stone Farmstay](#), a boutique farmstay (built up: 8050 sq.ft.) in a 1.5 acre parcel of 5 acre farmland, that was awarded second runners up in the Sustainable Design category at the [WADE ASIA ArchiDesign competition](#)
- Coordinated Construction administration (CA) support on projects including site supervision, responding to RFIs and submittals provided by the contractor

**Studio 4000, Ahmedabad, India**

Intern

Jan 2018 – June 2018

- Developed drawing documents for six projects across typologies such as residential, retail and commercial interiors ranging from 750-20,000 sq.ft.
- Assisted Project Architect on DD and CD phase of projects with drawing and detail production and client presentations
- Generated architectural graphics for publication of projects in magazine and website.

## ACADEMIC ACTIVITIES

- Acting Co-president of DBIA (Design built Institute of America) Stanford student chapter and the Graduate Leadership Committee liaison for the Leader's of Built Environment (LBE). [Stanford University, 2024]
- Actively working on comparative life cycle assessment Bio-based soil composite and concrete substrates for coral reef restoration in Indonesia, a project sponsored by AMES-NASA research centre as a part of CEE226. [Stanford University, 2024]
- Actively engaged in data-driven construction management analysis for a 40-storey building, a project sponsored by HDCC as a part of CEE241 [Stanford University, 2024]
- Appointed and Represented MAT students as Program Ambassador while leading graduate events, organizing lecture series, and student outreach for Admissions department. [CEPT University, 2022-2023]

## ACHIEVEMENTS

- Awarded incoming student fellowship by department of civil and environmental engineering, Stanford University. [2024]
- Awarded a University scholarship for ranking 2nd on the merit list of admits to CEPT University. [2022]
- Graduated first class with honors (ranked 8th in a class of 75 graduating students) in SPA. [2019]
- Awarded second runners' up position at University level during the intergral studios for railway station precinct design, as a team of 11. [2016]
- Awarded student Bursary award and listed in the top 50 entries by Charles Correa foundation's Z-Axis postcard design competition. [2016]

**SKILLS**

- **Technical:** AutoCAD, REVIT, Bluebeam, Photoshop, Illustrator, InDesign, Rhino, Grasshopper, Sketchup, Blender, Lumion, V-Ray, Enscape, Podium, Lightroom
- **Soft skills:** Leadership, team spirit, versatility, empathy
- **Interests:** Athletics (represented in states championships for 100m sprint), Trained in Badminton and Table Tennis, outdoor activities like hiking and, camping
- **Languages:** English, Hindi, Marathi, and Gujarati

**REGISTRATIONS**

- **Licensed Architect:** Council of Architecture, India (CA/2019/112270)
- **Member:** Design-Build institute of America

## CARLOS ANDRES ESPRIU CORELLA

Stanford, CA | +1 (415) 672 7007 | [caespriu@stanford.edu](mailto:caespriu@stanford.edu)  
<https://www.linkedin.com/in/carlosaespriu/>

### EDUCATION

#### Stanford University

Master of Science in Civil & Environmental Engineering

Palo Alto, California  
September 2024 - present

- Sustainable Design & Construction Program - Construction Management Track
- Leaders of the Built Environment Club – Stanford Professionals in Real Estate (SPIRE) Liaison

#### Tecnológico de Monterrey

Bachelor of Science in Civil Engineering

Monterrey, Mexico  
June 2021

- Varsity Basketball “Borregos” CSN 2016 – 2017

#### Universitat Politècnica de València

International Summer School

Valencia, Spain  
May 2019 – August 2019

- Coursed Design of Steel Structures and Construction Management & Sustainability

### EXPERIENCE

#### Level 5, Inc. (The Build Group of Companies)

Assistant Project Manager

Santa Clara, California  
January 2022 – August 2024

- Led the company’s framing, drywall, fireproofing, and insulation divisions in the construction of the 636 units and two amenity floors for the University of California Law’s “Academe 198” student housing building. Coordinated the building’s inspection requests in accordance with the IOR and the State Fire Marshall’s directions for fire rating code compliance, achieving the project’s sign-off one month ahead of schedule. Managed and negotiated the project’s change orders with the client, improving the estimated profit margin by 8.3%
- Awarded the estimation and project management duties for Apple’s “Project Bermuda” in Cupertino, leading the lath & plaster, fireproofing, insulation and drywall divisions in meeting the project’s tight budget and schedule while achieving the improvement of a break-even estimate, to a 7% profit margin
- Estimated and managed the “North Addition” and “Link Building” projects at the San Mateo Medical Center. Collaborated with the project’s design team and general contractor in the coordination of new project design drawings and details to achieve OSHPD’s fire rating requirements of the existent building before demolition.
- Managed the Level 5 divisions in the construction of the “B140” specialized laboratories project for *Intuitive Surgical*, leading the project’s Core & Shell and Tennant Improvement teams through BIM coordination, project document management, financial analysis, and cost reporting

#### Areya (Proeza Group)

Business Analyst

Monterrey, Mexico  
August 2021 – January 2022

- Achieved the adoption of a restructured financial modeling spreadsheet used to analyze and select land with industrial and residential development potential, resulting in the purchase of two industrial lots and the future development of six industrial buildings
- Led the strategic planning team in weekly status follow-ups of the company’s 22 key strategies and presented results in the monthly council meeting
- Developed the Monthly Market Intelligence Report that presented up-to-date market statistics and trends in the national and regional construction industry

#### Dosax Desarrollos

Project Engineer (PM Intern)

San Pedro Garza García, Mexico  
March 2020 – February 2021

- Reviewed and corrected the design drawings and BIM for the HISTORICAH, ARUMA, ICONICAH, AMO Living and HORIZONTEH projects with assistance of the in-house design team, project managers, and field teams

### CERTIFICATES

- **OSHA-30** by the Occupational Safety and Health Administration 2022
- **Certified Associate in Project Management (CAPM)** by the Project Management Institute 2019

### AWARDS

#### “Joven Total” Dr. Rafael Rangel Sostmann Award 2016

Tecnológico de Monterrey Campus Sonora Norte

Hermosillo, Mexico.  
May 2016

- Outstanding student and leadership award that included a 70% college scholarship at Tec de Monterrey

### TECHNICAL SKILLS

**Software:** Bluebeam, Revit, Navisworks, AutoCAD, BIM360, Civil 3D, RAM Bentley, ProCORE, NEODATA, Plexxis, MS Office.

**Languages:** Spanish (**native**), English (**Fluent**: ITELS C1, TOEFL 600, TOEF iBT 108), French (**Intermediate**: DELF B1)

# Kristen Corlay

443-453-2054 • kcorlay@stanford.edu • linkedin.com/in/kcorlay

## EDUCATION

### Stanford University

*MS Sustainable Design and Construction*

Stanford, California  
Expected April 2026

- Stanford School of Engineering Scholarship Recipient

### Johns Hopkins University

*Bachelor of Science in Civil Engineering / Minors in Sustainable Development and Systems Engineering*

Baltimore, MD  
May 2024

- Hodson Trust Scholar (four-year merit scholarship awarded to ~20 admitted students)

## WORK EXPERIENCE

### Researcher

*Lauren Gardner's Lab at the Center for Systems Science and Engineering*

Baltimore, MD  
January 2023 – May 2024

- Designed data metrics on walkability, food security, and transit mobility for the Standards of Living Dashboard in collaboration with the Center for Government Excellence
- Analyzed the impact of weather and temperature on free chlorine levels in Baltimore City's treated water supply in conjunction with the Bloomberg School of Public Health

### Civil Engineering and Land Development Intern

*Whitman Requardt and Associates*

Baltimore, MD  
June 2023 – August 2023

- Developed a stormwater management plan that met all Maryland Department of Environment Regulations. Conducted research to provide soil quality and GIS data for multiple MD parks for eco-conscious decision-making
- Produced utility, demolition, boring, and erosion & sediment control plans in AutoCAD and applied feedback
- Collaborated with cross-functional teams on projects, such as the JHU Student Center and the UMD Severn Building

### Policy and Data Visualization Intern

*Center for Migrant's Rights (CDM)*

Baltimore, MD  
May 2022 - August 2022

- Initiated an ArcGIS story map to share the quantitative results of the Protein Processing Worker Project, which is a collaboration between CDM and the Center for Disease Control (CDC), to protect workers in the Covid-19 pandemic
- Contributed to the planning of a congress briefing in support to the Seasonal Worker's Solidarity Act, advocated for said bill at congress as part of the Migration that Works Coalition
- Investigated H-2B visa regulations and wrote two of the most viewed posts in [contratados.org](https://contratados.org) over the summer, a platform viewed by over 2,000 workers daily

## LEADERSHIP

### President

*Leaders of the Built Environment*

Stanford, CA  
October 2021 – October 2023

- Lead LBE, the main student organization for the Sustainable Design & Construction program, representing the program's mission, encouraging active participation from diverse voices, and creating a welcoming environment
- Oversee and support the philanthropy, fundraising, and events teams, ensuring alignment with LBE's goals and promoting meaningful engagement between students and the larger bay area community
- Enhance networking opportunities and skill development in all fields relating to sustainability: renewable energy, water systems, climate, decarbonization, green building design, and construction

### President & Sustainable Solutions Competition Captain

*American Society of Civil Engineers (ASCE)*

Baltimore, MD  
January 2021 – May 2024

- Founded the Sustainable Solutions Team, students were challenged to reimagine a fictional city's downtown with green infrastructure and multimodal transportation.
- Led JHU to its first ASCE regional championship in Sustainable Design a top-5 national ranking
- Organized department-wide events (panels, workshops, socials) to foster community, while supporting an inclusive environment for underrepresented students within the major through peer mentorship

## NOTABLE ACHIEVEMENTS AND EXPERIENCE

- Voted senior class speaker for commencement at Johns Hopkins University, 2024
- Irini J. Maroulis Award Convocation Award for civic impact in Baltimore, 2023
- ASCE Regional Paper Competition Winner, *When Regulations Fail to Protect Humanity*, 2023
- Disney Data and Analytics Women Award Recipient and DDAC presenter, *Earthquake Risk in Mexico City*, 2022
- Workshop facilitator for the UN Women Mexico Safe Cities Initiative, 2020

## Pedro Teixeira Duarte

pedrotd@stanford.edu | (650) 996-2162 | LinkedIn

### EDUCATION

**Stanford Graduate School of Business** California, USA | 2024 – 2026

*MBA Candidate*

- Activities: Stanford Graduate School of Business (Ambassador), Family Business Club (Co-Founder).

**London Business School**

London, UK | 2020 – 2021

*Master's in Financial Analysis, GPA: A*

- Awarded Academic & Professional Merit Scholarships (full tuition).
- Activities: London Business School (Interviewer), Finance Club (CFO), Soccer Team (Forward).

**Católica-Lisbon School of Business and Economics**

Lisbon, Portugal | 2016 – 2019

*BSc Economics, Valedictorian, GPA: 4.0*

- Awarded 3 Academic Merit Scholarships (full tuition).
- Exchange Semester: Università Commerciale Luigi Bocconi, Italy.
- Activities: Real Estate Club (Co-Founder), Consulting Club (President), Finance Club (Head Portfolio), Soccer Team (Captain).

### EXPERIENCE

**Iniciativa Liberal**

Lisbon, Portugal | 2024 – Present

Portuguese political party with 10% national vote

*Parliamentary Advisor*

- Headed research and breakdown on foreign direct investment trends, presenting recommendations to Members of Parliament and drafting 2 proposals incorporated into Portuguese government budget.

**Teixeira Duarte**

Lisbon, Portugal | 2021 – 2024

Conglomerate, with \$1B revenue and 10K workers, present in 22 countries, focused on construction and real estate

*Strategy Advisor*

- Directed strategic analysis of Spanish waste management subsidiary with \$20M revenue, identifying a high regulatory burden relative to low profitability. Presented findings to Board of Directors, resulting in divestiture of the business.
- Led restructuring of finance division, reducing headcount by 20. Flow-charted several manual tasks including payments and receipts procedures and automated processes, improving efficiency and costs by \$700K.
- Hired and supervised team of 3 to develop in-house analytics platform, improving CFO decision-making by providing real-time financial data such as client and supplier payment scheduling.
- Facilitated \$25M worth of infrastructure projects in Kuwait by leveraging ambassador networks and fostering connections with Middle Eastern governments.

**Católica-Lisbon School of Business and Economics**

Lisbon, Portugal | 2021 – 2024

*Lecturer of Finance*

- Ranked top 3 lecturer in university student survey based on teaching performance.
- Delivered 80-minute finance lectures to 300 undergraduates on fixed income, equities, portfolio theory and financial options, while leading course assessment and grading.

**Alpac Capital**

Lisbon, Portugal | 2020

PE firm with \$1B AUM

*Private Equity Analyst*

- Sourced \$10M investment proposal of Hungarian plasterboard factory. Kick-started project with factory location selection, land purchase and supply chain logistics negotiation.
- Performed business analysis of Portuguese engineering firm with \$425M revenue, presenting opportunity in its switchgear business to investor board. Designed offer for business unit acquisition.

### COMMUNITY INVOLVEMENT

**Ahead Bairros**

- *Mentor* for 12 students (5<sup>th</sup> – 12<sup>th</sup> grade) from underprivileged backgrounds. Provided development guidance and goal setting.

**Colégio S. Francisco Assis**

- *Coach* for Math and Science to 25 students of 4th grade, who had failed these topics in the previous academic year.

**Banco Alimentar**

- *Volunteer* assisting in food collection, encouraging individual donations, and distributing food to those in need.

### ADDITIONAL INFORMATION

**Awards:** Portuguese Champion of Mathematical Games, Player of the Year in College Soccer League, Top Student Econ Program.

**Languages:** Portuguese (native), English (fluent), Spanish (fluent), French (basic) and Italian (basic).

**Financial Software:** Bloomberg Terminal, Pitchbook, MergerMarket, S&P CapitalIQ, FactSet, EDGAR, R, Advanced Excel.

**Interests:** Travel (visited 72 countries), World History (Pre-Neolithic Revolution), Politics (Portuguese democracy), Astronomy (particularly exo-planets), Soccer (Sporting CP season ticket holder), Surfing (Lisbon state competitor) and Chess (ELO 1600).

## WORK EXPERIENCE

### Interior Designer

Miller Hull | 2023-2024 | San Diego, CA

Gained experience with both design-build and design-bid-build projects. Carried out higher ed, life sciences, and mixed-use projects from pursuit efforts through construction administration. Designed with a sustainable focus, exemplified by strong advocacy for the use of Red List Free materials.

### Interior Designer

DLR Group | 2021-2023 | Seattle, WA

Maximized design value on government and justice and civic projects with challenging budget and scope restrictions. Curated FF&E packages, presented to clients, and worked with a variety of project teams. Spearheaded the transformation of the in-house materials library to be entirely Red List Free.

## EDUCATION

### Stanford University

MS Sustainable Design & Construction | 2026

Leader's of the Built Environment (LBE) Events Planning Committee Member and Social Media Chair. Incoming ASC competition participant.

### University of Oregon

Bachelor's of Interior Architecture | 2021

IIDA UO Student Chapter President, Chi Omega Scholarship Committee Member, Summa Cum Laude graduate.

## LEADERSHIP

### IIDA SoCal Emerging Leaders

San Diego, CA | 2023-2024

Nominated for and participated in a year long program, in which designers attend 11 leadership oriented workshops in the AEC industry.

### AIA AAJ NextGen Committee

Seattle, WA | 2022-2023

Researched the impacts of incarceration on imprisoned people's families with a diverse team of design professionals. Presented our findings at the annual AIA AAJ conference in Austin, TX.

## SKILLS

Bluebeam Revu  
Revit  
AutoCAD

Photoshop  
Illustrator  
InDesign


Lumion  
Enscape  
SketchUp

# SARAH HILL


MASTER'S CANDIDATE  
SUSTAINABLE DESIGN & CONSTRUCTION


STANFORD UNIVERSITY

## CONTACT

 503-330-6382

 shill98@stanford.edu

 735 Campus Drive #873  
Stanford, CA, 94305

 <https://www.linkedin.com/in/sarah-hill-oregon-2020/>

## SUMMARY

Passionate and ambitious graduate student, with three years of design experience, seeking project management and sustainable design opportunities in the commercial and residential construction and real estate industries.

**Elissa A. Irwanto**  
elissair@stanford.edu | (786) 606-1506 | Palo Alto, CA

## EDUCATION

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**Stanford University** **Palo Alto, CA**  
**M.S. in Sustainable Design and Construction** December 2025

**University of Florida** **Gainesville, FL**  
**B.S. in Sustainability and the Built Environment** | Minor in Sociology of Social Justice and Policy  
**Awards:** Dean's List & Scholarship, Gilman Scholar, Quest Bridge Scholar

## WORK EXPERIENCE

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**Arup** **June 2023-August 2023**  
**Intern**

- Reviewed current regional facilities sustainable protocols and revised existing sustainable initiative such as composting and centralized trash to roll-out throughout the region.
- Recommended waste, recycling iconography, and wording to be more concise so that users can reduce their cognitive overload. Resulted in yielding a 20% diversion of waste in correct location.
- Conducted 15 facilities sustainability audits to bring the firm closer to the goal of producing net-zero carbon emissions across 5 different offices.
- Worked with the raw data to provide solutions for carbon neutrality and energy reduction goals

**PACE Center for Girls** **October 2022-May 2024**  
**Intern**

- Maximized learning and increased morale with effective utilization of communication skills for 18 hours a week to 24 underprivileged preteens and teens ranging from 12- to 18- year-olds.

**American Universities International Programs** **May 2022-June 2022**  
**Undergraduate Student Researcher**

- Performed research on sustainable tourism in North Queensland, Australia.
- Focused on the effect that tourism can have on local communities, Aboriginal Australians, the Great Barrier Reef, and the native flora and fauna.

## LEADERSHIP EXPERIENCE

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**Leaders of the Built Environment** **October 2024-October 2025**  
**Vice President**

- Assisted the President and board members, supported fundraising initiatives, and co-organized events, including a golf fundraiser, to raise club funds.

**BuildOUT Liaison** **October 2024-October 2025**

- Connected with BuildOUT California to support LGBTQ+ inclusion in the AEC community, organizing networking and community-building events

**EMPRESS Interest Group** **May 2023-May 2024**  
**President**

- Supported Executive Board in organizing activities for 30+ members, delegated tasks, and served as liaison with National Board representatives.

**Design, Construction & Planning Diversity Ambassador** **January 2022-May 2023**  
**Director of Gator Initiative**

- Communicates with under resourced high schools to organize college information sessions.

## SKILLS & PROFICIENCIES

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- Task Delegation ○ Flexibility ○ Participated in a LEED and WELL lab curriculum
- AI Certificate ○ ArcGIS ○ English *native* ○ Japanese *intermediate*

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# VINAYAK JAIN

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[vinayak3@stanford.edu](mailto:vinayak3@stanford.edu) | +1(650) 213-7216 | [LinkedIn](#) | Stanford, CA, United States

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## SUMMARY

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Graduate student at Stanford University pursuing an MS in Sustainable Design and Construction, specializing in Management. With a strong background in overseeing large-scale projects and integrating sustainable practices, I am dedicated to advancing industry standards through my roles as a CMAA and AGC liaison at Stanford. My expertise includes site management, safety enforcement, cost optimization, and fostering teamwork, all with a commitment to continuous improvement and effective collaboration.

## WORK EXPERIENCE

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### KVR Construction, Noida, India

Site Manager | Oct 2023 – Aug 2024

- **Managed** the construction of a 300 sq. yard house, achieved **15%** cost savings by implementing deconstruction techniques, including repurposing teak wood.
- **Led** two 500,000 sq. ft. warehouse projects, managing 200+ footings, MEP works, and daily operations for a 50+ workforce, improving efficiency by **12%**.
- **Conducted** 200+ inspections, engaging with project stakeholders ensuring project compliance, reducing on-site accidents by **15%**, and optimizing material use by **10%** with Bar Bending Schedules (BBS).
- **Implemented** PU membrane waterproofing in collaboration with subcontractors, enhancing the structure's lifespan by **20%** through material-specific training and inspection processes.

### PJ Construction Company, Noida, India

Assistant Site Engineer | Feb 2022 – Jul 2022

- **Oversaw** construction of a 400 sq. yard residential building, focusing on basement construction and waterproofing.
- **Increased** efficiency by **20%** in on-site tasks through effective communication and strategic resource allocation, in collaboration with site managers and the engineering team.
- **Coordinated** with architects and subcontractors, ensuring design compliance and resolving technical issues.
- **Assisted** in preparing Bar Bending Schedules (BBS) and guided teams on structural requirements, optimizing material usage and reinforcing team alignment on quality standards.
- **Maintained** documentation on project progress, enhancing record-keeping and project tracking.

### Northern Railway, Rohtak, Haryana, India

Intern | Aug 2022

- **Assisted** in the construction of a Limited Height Subway (LHS), ensuring quality control and reducing project delays by **5%**.
- **Monitored** railway infrastructure development alongside senior engineers, gaining practical knowledge of railway construction processes.
- **Documented** site inspections and participated in technical calculations, building foundational skills in project planning and preliminary design.

## EDUCATION

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### Stanford University, CA, USA

MS in Sustainable Design and Construction-Management | Sep 2024 – Jun 2026

### Guru Govind Singh Indraprastha University, Delhi, India

Bachelor of Technology in Civil Engineering (GPA: 3.8/4) | 2019 – 2023

## COURSEWORK & PROJECTS

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- **Construction Project Assessment and Budgeting: The First 100 Days as a Project Manager** | Stanford University (Sept 2024 – Dec 2024)
  - Studying foundational principles of construction project management, with a focus on creating critical path schedules and estimating construction costs using software like Miro, Procore, P6 Primavera.
- **Managing Fabrication and Construction** | Stanford University (Sept 2024 – Dec 2024)
  - Studying effective management methods for construction production including push and pull scheduling, earned value analysis, critical path method, trade coordination, and supply chain systems.

## SKILLS

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- **Design Software:** Revit, 3Ds Max
- **Project Management:** Procore, P6 Primavera, Smartsheet, Miro, HCSS, Bluebeam Revu, Microsoft Office
- **Core Values:** Safety, Integrity, Commitment, Collaboration, Continuous Improvement, Client Interaction
- **Construction Management Skills:** Subcontractor management, Site Logistics, RFIs, Submittals, Report Generation

# Lucy Jiang

[lucyj2@stanford.edu](mailto:lucyj2@stanford.edu) | (847)-809-7638 | Stanford, CA 94305

## Education

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- Stanford University** *September 2024-March 2026 (Expected)*  
 Master of Science in Management Science and Engineering *Concentration: Technology and Engineering Management*
- University of Illinois at Urbana-Champaign (UIUC)** *August 2020-May 2023*  
 Bachelor of Science in Information Sciences (Pathway of Interest: Data Science) *Major GPA: 4.0 Cumulative GPA: 3.96*
- Tsinghua University** *September 2023-June 2024*  
 Visiting Student at the Department of Computer Science & Technology and the School of Economics & Management

## Skills

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- **Languages:** English (Native), Mandarin (Fluent), Spanish (Elementary)
- **Technology:** Python, SQL, Java, Gosu, Data Analytics, Digital Marketing

## Experience

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- Software Engineer Intern, State Farm** *May 2022-August 2022*
- Enhanced the user interface (UI) of a customer-facing tool by adding additional print functions using Gosu in Guidewire Studio in order to make the website more user-friendly and effective
  - Collaborated with colleagues to create an initial prototype of a desktop application using Python's KivyMD (Kivy Material Design) for the company's annual Hackathon
- Undergraduate Research Intern, UIUC** *May 2021-December 2021*
- Improved a peer mentoring chatbot that assists undergraduate students in boosting their writing skills by testing the chatbot
  - Collaborated with PhD and MS students on essay coding and story type analysis of text samples used to train the chatbot

## Projects

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- Digital Marketing - Vivo Fashion** (Stanford Graduate School of Business Course Project) *September 2024-Present*
- Improved a Kenya-based fashion brand's online strategy for the U.S. market by defining its product positioning and testing hypotheses of their target customer segment
  - Provided feedback on their website UI through hands-on testing, gathering input from experts, and interviewing teammates
  - Created an ad campaign for the brand across multiple social media platforms that increased traffic to their website
- Natural Language Processing - Healthcare Topic Modeling** *May 2023*
- Cleaned a corpus of roughly 20,000 online reviews by patients about various doctors by removing punctuation, tokenizing the reviews, removing stop words, and conducting lemmatization using Python in Google Colab
  - Ran LDA (Latent Dirichlet Allocation) and cLDA (cross-collection LDA) models on the cleaned data and analyzed the topics the models generated by manually labeling them and describing what they reveal about the corpus
- MySQL Database - COVID-19 Data Website** *September 2022*
- Collaborated with a team to create a website where users could extract COVID-19 data (vaccination rates, hospitalization rates in a given area, etc.) that was connected to a database on the Google Cloud SQL server
  - After establishing a schema for the database, we uploaded data from the Google COVID-19 Open Data Repository into it and established necessary constraints/triggers and stored procedures

## Leadership and Extracurricular Activities

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- Event Director and Artistic Director, Roselle Chinese Dance Team (UIUC)** *January 2022-May 2023*
- Developed practice schedules for each performance, setting clear goals based on each dance and member availabilities
  - Increased member engagement by distributing parts fairly and moderated disputes between members
  - Built the team from its infancy when it started with 6 members and helped it grow to 12
  - Utilized my social networking skills to get Roselle 3-4 performance opportunities each semester
- Dance Coordinator/Choreographer, Asian American Association (UIUC)** *May 2021-April 2022*
- Created 5 original choreographies and led 40 students in bi-weekly dance practices to prepare for the annual dance show
  - Managed rehearsals, provided constructive feedback to students, created formations, and planned lighting cues for each dance

## Honors

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- On the Dean's List for 5 out of 6 semesters and graduated with Honors Distinction *2020-2023*
- UIUC Anthony Blackshear Scholarship (full tuition covered for four years) *2020-2024*

# Keshav Patel Keval

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Ph: +1 (650) 660 1011 | [www.linkedin.com/in/keshav-patel-keval](http://www.linkedin.com/in/keshav-patel-keval) | [keshav5@stanford.edu](mailto:keshav5@stanford.edu)

## EDUCATION

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**Stanford University** **Stanford, California, USA**

*Master of Science in Operations Research/Management Science and Engineering* Expected Jun 2026

- **Coursework:** Optimal Transport Methods in Economics, Investment Science, Theory of Statistics

**Indian Institute of Technology (IIT) Bombay** **Mumbai, Maharashtra, India**

*Bachelor of Technology in Electrical Engineering* Jul 2024

- **GPA:** 9.3/10, Double Minor in Computer Science and Artificial Intelligence
- **Honors:** Undergraduate Research Award for Bachelor's Thesis, Best Project Award for Design Lab
- **Coursework:** Reinforcement Learning, Stochastic Optimization, Design and Analysis of Algorithms

## RESEARCH WORK

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### **Minkowski Descent: An Algorithm for Stochastic Global Optimization**

*Prof. Vivek Borkar | Dept. Of Electrical Engineering | Thesis Part II* Jan 2024 – Jun 2024

- Surveyed 20+ research papers to learn how to compare optimization algorithms fairly and effectively
- Proposed novel algorithm that performs better than stochastic gradient descent in 80% of test cases
- Accepted for publication in Allerton Conference on Communication, Control and Computing 2024

### **Reinforcement Learning Algorithms for Multi-Agent Systems with a Satisfiability Criterion**

*Prof. Vivek Borkar | Dept. Of Electrical Engineering | Thesis Part I* May 2023 – Dec 2023

- Examined 100+ research papers, proposed novel paradigm in multi-agent learning based on game theory for vector payoffs and used multiple-timescale stochastic approximation to achieve optimality
- Submitted manuscript to Journal of Machine Learning Research (Impact Factor 5.952) and work presented at Reinforcement Learning for Stochastic Networks Conference 2024 in Toulouse, France

## EXPERIENCE

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**Industry Internship: FinMechanics India Pvt. Ltd.** **Mumbai, Maharashtra, India**

*Summer Associate | Software Solutions for Middle Office* May 2023 – Jul 2023

- Increased derivative pricing precision by 10% by implementing Local Volatility model in Python
- Optimized Python script to reduce average time for synthetic financial data generation by 15%
- Utilized machine learning for fast and reliable Value-at-Risk (VaR) calculation for exotic derivatives

**Teaching Assistant for Linear Algebra: IIT Bombay** **Mumbai, Maharashtra, India**

*Prof. Dipendra Prasad | Dept. Of Mathematics* Mar 2023 – May 2023

- Conducted office hours for 30+ undergraduate students to discuss practice problems and clear doubts
- Liaised with instructors to provide extra one-on-one help for students facing learning difficulties and arranged pre-exam doubt clearing sessions resulting in 92% satisfaction rate from students

**Research Internship: University of Illinois Urbana-Champaign (UIUC)** **Online**

*Prof. Romit Roy Choudhury | Dept. Of Electrical & Computer Engineering* Jun 2023 – Sep 2023

- Studied Black-Box Optimization to understand its applications in high dimensional optimization
- Formulated a method with communicating Gaussian processes to increase efficiency of optimization
- Implemented Bayesian Optimization for high dimensional functions on Python using BoTorch

## KEY SKILLS

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**Programming Languages:** Python, C++, Java

**Python Libraries:** NumPy, Pandas, PyTorch, BoTorch, Scikit-learn, CVXPY, Matplotlib, Seaborn

## MISCELLANEOUS

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**Books:** Algorithms to Live By, Mastering the Market Cycle, Antifragile, Business Adventures, Thinking Fast and Slow, The Psychology of Money, Superintelligence: Paths, Dangers, Strategies, Q.E.D.

**Certifications:** Optiver's Trading Winter School 2023, Fundamentals of Quant Modeling by Wharton

**Volunteer Work:** Green Campus initiative under National Service Scheme (NSS) at IIT Bombay

**EDUCATION****STANFORD UNIVERSITY****California, USA  
Present-2025****Dual MA in International Policy, MS in Energy and Sustainability**

- Selected as one of 76 scholars for Knight-Hennessy Scholarship; First scholar selected from Nepal
- Exposed to core business skills (marketing, operations, strategy, accounting, finance and economics) through GSB's Executive Education program Stanford Ignite

**TSINGHUA UNIVERSITY, SCHWARZMAN COLLEGE****Beijing, China  
2020-2021****Masters of Management Science**

- Selected as one of 145 scholars (4,700+ applicants) for Schwarzman Scholarship; Featured in official 2021 class announcement

**UNIVERSITY OF ROCHESTER****New York, USA  
2015-2019****Bachelor of Science in Mechanical Engineering, Cum Laude with High Distinction.**

- Only student selected from Nepal in 2015 with full-ride scholarship for four full years
- Selected as one of five students (out of over 2,500 class of 2019 graduating students) to represent the 2019 graduating class
- Worked with multi-disciplinary engineers to build 85% cheaper 3D printed electronic bionic prosthesis for amputated refugees
- Served as TA for Thermodynamics, Heat and Power, Engineering Fluids, Engineering Mechanics and Engineering of Bridges

**PROFESSIONAL EXPERIENCE****NATIONAL INNOVATION CENTER (NIC)****Kathmandu, Nepal  
2020-2021****Head of Global Partnerships and R&D Facilitator**

- Spearheaded collaboration with experts, doctors and professors from Amsterdam University of Applied Science (AUAS), UC San Francisco, UC Berkeley and Stanford University to access COVID-19 technologies
- Spearheaded collaboration with Prakash Lab from Stanford University to work in 5 COVID response projects; Connected engineers at NIC with world leading expert in UV disinfection from Trojan Technologies and collaborated with AUAS to build over 40 UVC Disinfection Chamber Boxes directly impacting over 1000 frontline healthcare workers and 8000 patients
- Led collaboration with UCSF/Berkeley's OpenPAPR Project to mass-produce 261 PAPR PPE each for \$145 (market price > \$2,000) which are donated to doctors and nurses working at ICU's with patients affected with COVID-19

**GYAN MANUFACTURING****Lalitpur, Nepal  
2020-2021****Co-Founder and Executive Director**

- Negotiated business deal to build machines for factories, for state governments, that converts entire municipality's household decay-able waste into organic fertilizer (production capacity of 1Tonn/hour) which positively impacts 17,500 farmers
- Worked with private and public organizations to build the first model for waste recycling in rural communities in Nepal

**DIYALO FOUNDATION****Massachusetts, USA  
2019-2020****Chief Executive Officer and Chief Engineer**

- Built a digital learning platform in a rural community in Nepal to teach using technology for over 500 students
- Fund raised over \$14,000 and collaborated with 3 nonprofit organizations and municipality to build the digital learning platform

**SCHOOL RELIEF/TEAM GYAN****New York, USA / Kathmandu,****Nepal****Co-Founder and Executive Director****2017-2018**

- Led a social venture to rebuild public schools, using earthquake-resistant technology, that were destroyed by 2015 earthquake in rural communities of Nepal by collaborating with private and public sectors
- Recruited, managed, trained a team of 9 engineering students and 13 professional construction workers
- Collaborated with Dean of Engineering school at University of Rochester, 4 General Electric officials, 4 private firms and fund raised over \$33,000 to build 2 schools for over 150 students who would otherwise have no education options

**S.S TRADING CENTER****Lalitpur, Nepal  
2011-2015****Business Owner and Chief Executive Officer**


- Negotiated two business deals with the United Nations (UN) in Nepal in a business meeting (as the youngest attendant) with scientist, engineer, doctor and Chief Financial Officer at FAO; designed new fabrication methods to fabricate sensitive tools of the highest quality and exported them to European countries and Australia
- Contracted several business deals to manufacture machines for 50+ engineering projects

**AWARDS AND RECOGNITIONS**

- Global Engineering Outstanding Student Award' 2020
- One Young World delegate speaker and ambassador '2017
- Presidential Award for Community Service' 2019
- Interviewer to the Deputy Secretary General of UN
- One of five HPAIRx speakers at Harvard University' 2018
- European Commission's one of 16 young leaders' 2017
- UNLEASH Lab Dragon's Den pitch runner up in Denmark
- High-level panel speaker selected by EC and World Bank
- Youth delegate at UNCTAD in Kenya
- Resolution Fellow

**ADDITIONAL INFORMATION****Languages:** Nepali (fluent), Hindi (fluent), English (fluent), Mandarin (beginner)**Skills:** Professional machinist and welder (Worked on 50+ engineering projects), Creo, Siemens, NX, On Shape, Nastran**Interests:** Singer (recorded 3 songs with professional musicians); Travelled to 10 countries in 4 continents in one year

# Lavonda Li (She/Her)

+1 (650) 613-9209 | [lavonda@stanford.edu](mailto:lavonda@stanford.edu) | Palo Alto, CA (Open to Relocation) | 

## EDUCATION

**Stanford University** CA, USA  
*Materials Science and Engineering, MS* *Expected Apr 2026*

- Machine Learning Theory, Quantum Mechanics, Nanomaterial in Medicine, Applied Optimization.

**University of Cambridge** England, UK  
*Chemical Engineering and Biotechnology, MEng & BA* *Oct 2019 – Jun 2024*

Internationally accredited degree by [IChemE](#). Funded by [Cambridge Trust International Scholarship](#).

- Mathematics, Physics, Fluid Mechanics, Thermodynamics, Sustainability, Control Theory, Statistics, Biosensors & Bioelectronics, Heat & Mass Transfer, Biophysics, Energy, Computational Fluid Dynamics (CFD).

## WORK EXPERIENCE

**Sanofi** | *R&D Intern - Clinical Trial and Medical Research* Jun 2021 – Sep 2021

- Ensured data accuracy and completeness in electronic databases. Analyzed **data** for generating descriptive statistics and preparing graphs for presentations.
- Contributed to patient recruitment **strategies** and maintained regulatory **compliance**.
- Presented academic and **clinical** research on Dupixent<sup>®</sup> (targeted medicine for eczema) at a medical information communication conference, boosting healthcare professionals' awareness.

**Dermatology Hospital of Zhejiang Province** | *Clinical Assistant* Oct 2020 – Jun 2021

- Analyzed patient records' data for dermatological conditions (dermatitis, urticaria, acne, psoriasis), guiding **personalized care** for 30 patients daily.
- Performed diagnostic tests (blood/urine analysis, skin scraping) and therapies, enhancing patient satisfaction.

**Novartis** | *Business Development Intern* Jun 2020 – Sep 2020

- Co-organized a **medical conference** on psoriasis treatment and monitoring, promoted Cosentyx<sup>®</sup> by case sharing, attended by 200 healthcare professionals online (Covid).
- Presented a regional **market analysis** on psoriasis treatments, identifying key competitors.

**Shanghai Treasure Carbon** | *Energy Consultant Intern* Jun 2019 – Oct 2019

- Analyzed energy data, prepared documentation, and presented insights to support carbon reduction strategies.
- Collaborated with stakeholders to gather information and refine energy-saving proposals for clients.

## LEADERSHIP

**MeetCam International Education Ltd.** | *CEO and Founder* Oct 2019 – Present

*Education consultancy start-up specializing in UK & US curriculum and top university admissions.*

- Recruited and trained 80+ tutors from Oxbridge and Ivy League universities, providing personalized application services with scholarships and tailored A-Level/GCSE/IB/AP tutoring to 200+ students. Achieved a 100% **positive feedback** rate and 80% grade **improvements**.
- Developed new products with positive market results via startup collaborations (former **product manager**).
- Efficiently assembled and led an 8-member **management team**, ensuring sustained profitability.

**Stanford Light Opera Company & Ram's Head** | *Executive Producer* Sep 2024 – Present

- Manage team (cast, designers, technical staff), organize rehearsal schedules, venues, and timelines, and oversee budgeting to ensure smooth production of a Broadway-style original musical.
- Lead marketing and promotions via social media, press releases, and ticket sales, driving audience engagement.

**Oxbridge Alumni Association** | *Head of Events & Publicity* Jun 2019 – Present

- Co-organized **flagship events** (Christmas Dinner, Industrial Conference) as part of a 9-member executive committee, with participation from **700** Oxbridge alumni. Chaired annual Freshers' Fair.
- Managed public communication channels and established collaborations with esteemed groups.

**Department of Chemical Engineering, Cambridge** | *Student Ambassador* Oct 2022 – Jun 2024

- **Mentored** at *Davidson Inventors Challenge 2022-2024*, providing feedback on proposals aligned with UN SDGs, while leading outreach activities and facilitating career conversations.

**Graduate Researcher**Advisor: *Prof Ehsan Adeli, Dr Chieh-Ju Chao* – EchoGPT

Project: Build Vision-Language Model (VLM)-LLM framework for automatic echocardiography reporting.

Sep 2024 – Present

Stanford University

**Visiting Student**Advisor: *Prof Meng Lu* – AI for NeuroscienceProject: Applications of **graph neural networks** in biomedicine, particularly in neurodegenerative diseases.

Jun 2024 – Sep 2024

Peking University

**Master's Thesis Research Project**Advisor: *Prof Lorenzo Di Michele* – DNA NanotechnologyProject: Control 2D nano-emulsification with **DNA origami**: membrane-raft engineering in synthetic cells.

Oct 2023 – Jun 2024

University of Cambridge

- Designed and polymerized DNA nanostructures in curved strings and circles from novel origami line-actant designs (synthetic analogues of membrane-sculpting proteins) characterized by AFM.
- Functionalized phase-separated giant unilamellar vesicles (GUVs) with the line-actants.
- Assessed curvature effect on domain size by image segmentation. Realized the stable **control over domain size**. Hypothesized coarsening mechanisms and transport in and out of the domains.

**Undergraduate Research Assistant**Advisor: *Prof Ljiljana Fruk* – Bionano EngineeringProject: Enzyme sensitive protein-based **drug nanocarriers** for reprogramming of pancreatic cancer.

Jun 2023 – Oct 2023

University of Cambridge

- Synthesized nanocarriers from myoglobin by ultrasound homogenisation followed by MMP-2/-9 cleavable peptide crosslinking, and characterized nanocarriers disassembly.
- Validated 2D nanocarrier stability, cytotoxicity, and cell uptake in intact and disassembled proteins.
- Developed 3D in vitro co-culture spheroids to recreate the heterogeneous tumour microenvironment under hypoxia. Validated effects of nanocarriers to **alleviate hypoxia**.

Project: Enhanced extraction of cell-free DNA from urine for non-invasive **cancer screening** and monitoring.

- Synthesized and optimized magnetic iron oxide nanoparticles (IONP) by co-precipitation and micro-emulsion, and studied size dependence.
- Functionalized IONP with various guanidine cationic moieties or gold shell/hybrid. Characterized to strike the balance between surface charge and magnetism for high affinity to DNA.
- Bound and eluted cfDNA with modified IONP under various synthetic urine conditions. Tested effects of preservatives and buffers on binding efficiency and urine salt crystals. Standardized a protocol for pre-analytical conditions for downstream PCR and NGS.

**Undergraduate Research Assistant**Advisor: *Prof Xinhua Xu* – Environmental Engineering

- Assessed efficacy of different iron oxides for removal of Sb(V) from textile wastewater, under a range of pH values, reaction times, dye compounds and co-existing ions.
- **Simulated** Langmuir model to **quantify** adsorption kinetics and absorbent surface characteristics.

Jun 2022 – Sep 2022

Zhejiang University

**RELEVANT PROJECTS**

- Design Shell and Tube **heat exchangers**, including thermal, hydraulic, and mechanical design, followed by the production of mechanical drawings and addressing SHE (Safety, Health, and Environmental) issues.
- Compute the Thiele-Geddes algorithm to solve energy and material balances with equilibrium relations.
- Design from scratch the complete chemical plants for naphtha catalytic cracker into feedstocks. Perform rigorous **design modeling** by simulating distillation columns and fluidized/fixed bed reactors, draft PFD and P&ID.
- Solve non-linear equations with a range of input parameters and analyze the results to predict vapor-liquid equilibrium (VLE) and the compressibility factor of gases using the van der Waals equation.
- Model an n-tank mixing process with composition control using P, P and PID control. Determine the optimal **control strategy** for maintaining the desired composition in the outlet stream.

**SKILLS****IT:** Proficient in MATLAB, Python, GitHub, AutoCAD, SolidWorks, Aspen HYSYS, ANSYS, Mathematica.**Tools:** BioRender, PyMOL, Zeiss ZEN, NUPACK, FIJI, SPSS, SAS, Prism, Origin, L<sup>A</sup>T<sub>E</sub>X, Zotero.**Languages:** Bilingual in English and Mandarin, conversational in Cantonese, Japanese and French.

## Education

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### STANFORD GRADUATE SCHOOL OF BUSINESS

MBA Candidate

Stanford, CA

2026

### FURMAN UNIVERSITY

BA Economics

Greenville, SC

2015

- Team Captain DIV 1 Varsity Lacrosse; Southern Conference Academic Honor Roll; Strength and Conditioning All American Onondaga Community College Varsity Lacrosse Team, 2x undefeated NJCAA National Champion, 2011-2013

## Professional Experience

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### MACNAUGHTON

**Acquisitions & Development Pre-MBA Intern** Feb. 2024 – Aug. 2026

Honolulu, HI

- Conducted due diligence and underwriting in resulting acquisition of a 191-unit multifamily complex in Portland, Oregon.
- Led market analysis on entitlements for resort developments in Waikiki leading to initial approval of a 1-acre hotel development
- Processed and conducted basic underwriting on 76 multifamily properties leading to 36 LOIs

### UNITED STATES NAVY

**Innovation & Data Science Program Manager | Special Operations Command Pacific**, Nov. 2022 – Feb. 2024

Honolulu, HI

*Special Operations Command Pacific (SOCPAC) conducts and coordinates all Special Operations in the INDOPACIFIC region.*

- Led a \$10M pilot program of a 4-star General directed initiative to build Intelligence, Surveillance, and Reconnaissance capabilities; the success of the pilot program led to replication across the entirety of the Special Operations Command
- Managed a cross functional team of 20 Data Scientists and Open-Source Intelligence Professionals in the creation of data driven workflows and AI/Machine Learning applications resulting in 27%+ increase in intelligence production at SOCPAC

**Commanding General's Aide | Special Operations Command Pacific**, May 2021 – Nov 2022

Honolulu, HI

- Selected from 24 Special Operators to serve as Aide to Commander of Special Operations Forces in the Pacific
- Provide guidance and managed communication with a 500 member staff and 3,000 personnel across 12 different countries
- Led planning and execution of all travel and engagements with senior military and political leaders, and foreign dignitaries; streamlined travel operations resulting in a 100%+ increase in foreign partner engagement

**Director of Intelligence | JSOC Special Mission Unit**, Jan. 2020 – May 2021

Washington, DC/Iraq

*JSOC is the DoD's most highly selective command which executes the nation's highest priority, sensitive, nationally directed missions globally. Most junior Naval Intelligence Officer ever screened and selected for Task Force Intelligence Director Position.*

- Led a diverse, cross-functional team of 12 intelligence professionals in executing highly sensitive intelligence operations in a theater of armed conflict, as directed by the highest levels of leadership; rated in the top 10% of Intelligence Officers in SOCOM
- Maintained 24/7 fidelity on the presidentially directed, #1 target in theater; provided daily updates to the Commander of Joint Special Operations Command and U.S. Central Command
- Successfully led and executed a 4-star General directed intelligence collection operation resulting in identification of a high priority target; briefed results to senior levels of government, including the Secretary of Defense
- Implemented an innovative, new system resulting in seven successful interdictions and leading to the removal of \$44M worth of enemy weapons (results were shared in a subsequent briefing by U.S. Secretary of State to the international community)

**Division Officer | Kennedy Irregular Warfare Center (KIWC)**, April 2018 – Jan. 2020

Washington, DC/Iraq

*KIWC augments Special Operations forces conducting global missions, while serving within the U.S. Intelligence community.*

- Recognized as the lead subject matter expert in the U.S. Intelligence Community (IC) on a classified topic of national interest; authored 12 products published across the IC, two of which were included in the Presidential Daily Brief; rated #1/14 peers
- Deployed to Iraq as part of a Special Operations Task Force, serving as Director of Collection Operations and Targeting, while leading a team of 20 military and civilian analysts in direct support of SOF combat operations

**All-Source Maritime Intelligence Officer | Office of Naval Intelligence**, Oct. 2016 - April 2018

Washington, DC

- Created a team to streamline inefficiencies resulting in 250% increase in evaluations and better prioritization of intelligence assets

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## Additional Information

Avid surfer, aloha shirt collector, first from Hawaii to play D1 lacrosse, worked construction through college

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**Brian Ma**


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**Education**
**STANFORD UNIVERSITY**

M.S. in Civil and Environmental Engineering.  
Graduate Student-Athlete on Men's Varsity Golf Program.

Stanford, CA  
Expected March 2026

**HARVARD UNIVERSITY**

A.B in Economics. GPA: 3.81/4.0. SAT: 1530.  
Relevant Coursework: Econometrics, Intermediate Micro/Macroeconomics, Statistics, Envirodevonomics.

Cambridge, MA  
May 2024

**Experience**
**RUSSELL REYNOLDS ASSOCIATES**

*Summer Analyst*

- Initiated and led the inaugural business development project for the Dallas office's financial services sector; successfully identified and targeted the top 40 high potential financial services firms for new business opportunities.
- Expanded sector-specific and geographical knowledge across industries in financial services, industrial and natural resources, consumer, and non-profit to support business development opportunities.
- Produce comprehensive reports detailing relevant target companies, possible market sources, and potential candidates for an assignment.

Dallas, TX

June 2023 – August 2023

**MCMORGAN & COMPANY**

*Investment Management Intern*

- Worked extensively with CIO to analyze and highlight the benefits of foreign currency hedging to McMorgan's investment committee; helped protect over \$5 million of McMorgan's profits.
- Participated in the rebalancing of McMorgan's conservative/ultra-conservative portfolios in response to changing market environment.
- Created an equation to value Bitcoin as a medium of exchange by using the Quantity Theory of Money Equation and Bitcoin's daily transaction volume; served as guidance for McMorgan's CEO, President, and Investment Committee in determining Bitcoin's viability as an investment.

San Francisco, CA

June 2022 – August 2022

*Finance Intern*

- Conducted and prepared financial analysis regarding venture capital and private equity investments in the McMorgan Opportunity Fund (MOF).
- Researched and presented effective and realistic ESG initiatives for small-scale investment management firms to McMorgan partners.
- Assisted CIO in gathering and analyzing mid-year performance numbers for mutual funds in McMorgan's Managed Account Platform.

June 2021 – August 2021

**HARVARD GLOBAL RESEARCH AND CONSULTING GROUP**

*Associate Consultant and Insights Writer*

- Collaborate with a research nonprofit organization with a team on finding the best method to raise donation streams of high net-worth donors and forming a long-term fundraising strategy for holidays.
- Write research articles on current social issues and economic developments happening globally.

Remote

February 2021 – June 2021

**Activities**
**HARVARD VARSITY MEN'S GOLF**

*D1 Student-Athlete*

- Voted 2023-2024 Team Captain.
- Committed to an intensive schedule of 25+ hours/week towards training and workout.
- 2022-2023 Unanimous Ivy League Player of the Year; 2023 NCAA D1 All-American.

Cambridge, MA  
August 2019 - May 2024

**Skills**

**Technical:** C++, Python, HTML

**Language:** Fluent in Chinese

# Andre Mai, EIT

Huntington Beach, CA | [amai.civil24@gmail.com](mailto:amai.civil24@gmail.com)

## EDUCATION

### California State Polytechnic University, Pomona

Pomona, CA

Bachelor of Science: Civil Engineering | GPA: 3.87

Graduation Date: May 2024

- Relevant Coursework: Transportation Engineering, Design of Transportation Facilities, Engineering Materials, Geotechnical Engineering, Fluid Mechanics, Infrastructure Economics, Land Surveying, Computer Vision, Structural Analysis, Foundation and Retaining Wall Analysis

## WORK EXPERIENCE

### Caltrans District 12

Santa Ana, CA

Student Assistant with Maintenance Engineering

March 2022- May 2023

- Conducted field inspections on prospective maintenance sites to determine the cause of damage and calculate repair estimates and urgency.
- Assists staff to learn completed work, report writing, and data compilation in a variety of functions: engineering, planning, programming, administration, accounting, development, and implementation of traffic programs.
- In a secure manner, assist with file maintenance, the District 12 Accident Collision Report files and the Maintenance Agreements with Cities and County that are received from Caltrans HQ.
- Conducted research and analysis of as-builts for Highways to determine location of drainage systems and right of way property lines.

### HNTB

Irvine, CA

Roadway Design Intern

May 2023-Present

- Conducted extensive geometric computations to verify and maintain design alignments as per the detailed project guidelines for BrightlineWest High-Speed Rail Project, ensuring the successful fulfillment of project design specifications and regulatory compliance.
- Played a crucial role in the I-405 South Multi-Asset Design-Build project by actively participating in and reviewing coordination meetings. I facilitated communication between various project stakeholders, including designers, builders, subcontractors, and regulatory authorities, ensuring all project components were in sync and collaborated effectively to meet project milestones.
- Leveraged LumenRT software and source files from Bentley's OpenRoads platform to construct an intricate and accurate 3D representation of the SR-91 Central Avenue to Acacia Court area. This integrated approach ensured the creation of a realistic model based on comprehensive topographic and design data, thereby enhancing project visualization and stakeholder understanding of proposed infrastructure changes.

## EXTRACURRICULAR

- President of ITE Cal Poly Pomona Student Chapter 2023-Present
- Independent Materials Science Researcher Under Supervision of Dr. Andrei Dragos 2023-Present
- "Billy BroncoBot" Self Driving Vehicle Engineer for Computer Vision and Traffic Analysis 2023-Present
- ASCE Transportation Team Pacific Southwest Symposium 2023-Present
- I-10 Interchange Study/Design Senior Project Geometric Team Lead 2023-Present
- Kellogg Honors College at Cal Poly Pomona 2020-Present

## SKILLS

- Software: Microsoft Office, Google Earth Pro, Google Workspace, Bluebeam, Adobe Acrobat, AutoCAD, MicroStation, OpenRoads Designer, InRoads, LumenRT, Java, Python, MatLab, Google Colab, NVIDIA CV-CUDA, NVIDIA Omniverse, Pix4D, Synchro, VISSIM
- Languages: Spanish, Vietnamese

## HONORS/AWARDS

- CalGeo Undergraduate Scholarship 2023
- TransTech Scholarship 2023
- President's/Dean's List 2020-2023

## EDUCATION

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### Stanford Graduate School of Business

Stanford, CA

*Master of Business Administration Candidate*

2026

- Leader, Stanford ULI-Hines Student Competition Team
- Real Estate Club, Future of Cities Club, Stanford Professionals in Real Estate (SPIRE), Urban Land Institute
- Skills & Coursework: Real Estate Investment, Financial Modeling, Corporate Finance
- GMAT: 750 Total, Q 48, V44

### Harvard University

Cambridge, MA

*Bachelor of Arts in Social Studies (Economics, Political Science, Philosophy; focus on Urban Development)*

2020

- GPA: 3.8 | Cum Laude with High Honors
- Honors Thesis ‘Old Buildings, New Visions: Conflicts Over Heritage in Hong Kong’s Urban Planning Process,’ focused on adaptive reuse development of Hong Kong’s historic Central Police Station by HKJC and Herzog & de Meuron. Conducted 30+ research interviews with developers, architects, politicians, community leaders, scholars
- Internships: Real Estate Investments at HNA Group in Beijing; Urban Planning at Our Future Cities in Cape Town
- Sole undergraduate in class cross-registered for Real Estate coursework at Harvard Graduate School of Design

## EXPERIENCE

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### Boston Consulting Group (BCG)

New York, NY &amp; Toronto, ON

Consultant

January 2023 – July 2023

Associate

January 2021 – January 2023

*Ranked in top 5% of class; Promoted to Consultant (post-MBA role) at earliest window, based on performance.**Casework focused on private equity diligences, manufacturing, and strategy*

#### *Private Equity and Strategy*

- Conducted 10+ mega-fund (i.e., Apollo, Blackstone) investment diligences; built advanced Excel models sizing markets for fire & life safety, semi-truck leasing, and aftermarket parts, as inputs into transactions totaling \$3.6B
- Led team of 5 to develop investment thesis for global food company’s expansion into agricultural seed sector; identified 10+ potential acquisition targets and conducted financial analysis to justify investment
- Built detailed model to size global potato demand, identifying \$250M in revenue for client’s 5-year strategy; was direct contact for Chief Strategy Officer and presented to C-suite, as sole external consultant invited to attend
- Designed and conducted global customer sentiment assessment involving 50+ customer interviews and N=250+ customer survey to assess M&A target’s perceived market positioning and satisfaction across segments

#### *Manufacturing and Operations; Project and Process Management*

- Coached 90+ factory line operators on lean manufacturing processes during 5am/5pm shift handovers at a coffee plant; led implementation with Plant Manager, achieving 15% reduction in shift start-up times
- Built financial model to assess manufacturing performance across 9 coffee manufacturing lines, identifying \$5M of efficiency losses; led task-force of production supervisors to identify root causes and design interventions
- Designed process to optimize delivery of agricultural commodity from farm to factory; process now in use at 30+ factories globally, encompassing 4.5 M tons of raw materials annually and resulting in \$40M+ annual savings
- Designed maintenance software pilot at french-fry factory; worked on shop floor to gather input; coordinated with data scientists and engineers on implementation roadmap, leading to 10% reduction in equipment breakdowns
- Led team of 4 to design comms campaign for supply chain optimization, reaching 5,000+ employees globally and leading to 20%+ increase in employees responding on surveys that they were “enthusiastic” about program
- Supported culture transformation at major F500 manufacturer; coordinated interviews of each CxO member and focus groups of VPs to gather input on pain points; synthesized findings to develop culture change priorities

## ADDITIONAL

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**Languages:** Fluent in Mandarin Chinese and Cantonese | Dual citizen of the United States and Hong Kong**Interests:** Award-winning cityscape photographer; (National Geographic: Published in ‘Atmospheric Street Scenes from Around the World,’ 2020; Photos of the Day, 2016; Finalist, Student Contest, 2014; charleskmichael.com)

**JUAN DIEGO GARCIA NIEVES**  
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### EDUCATION

<b>Stanford Graduate School of Business – MBA Candidate ‘26</b>	<b>Stanford, USA</b>
<i>i) Investor, GSB Impact Fund, Urban development Team ii) Member of Stanford Professionals in Real Estate</i>	
<b>Universidad de los Andes - Master in Finance (January ‘19 – October ‘20)</b>	<b>Bogotá, Colombia</b>
<i>i) Cum laude; ii) Ranking: 1/54</i>	
<b>Universidad de los Andes - Master in Civil Engineering (August ‘17 – October ‘18)</b>	<b>Bogotá, Colombia</b>
<i>i) Cum laude; ii) Ranking: 1/37 iii) Focus area: Project Management</i>	
<b>Universidad de los Andes - Bachelor in Civil Engineering (August ‘13 – October ‘17)</b>	<b>Bogotá, Colombia</b>
<i>i) Summa cum laude; ii) Ranking: 1/79; iii) Research Groups member: Construction Management (INGECO) and Materials and Civil Works (CIMOC)</i>	

### WORK EXPERIENCE

<b>Ingeurbe - Leading real estate development company in Colombia (Top 10), 16,000 homes under development.</b>	<b>Bogotá, Colombia</b>
<b>New Business Director (June ‘21 – August ‘24); Analyst (February ‘20 – May ‘21)</b>	
<ul style="list-style-type: none"> <li>• Led the new business and land acquisition division of the company, coordinating with senior management and reporting directly to the CEO. Managed cross-functional teams and advisors, overseeing all design, technical, legal, commercial, and financial due diligence for new housing projects (luxury and affordable housing) and mixed-use developments (greenfield and brownfield). Secured government approvals, negotiated with landlords, and conducted investment committee meetings before the board, presenting opportunities, deal structures, and associated risks.</li> <li>• Supported and ultimately initiated, led and closed the land acquisition and project structuring of 14 developments for more than USD \$1.0 B in sales, USD \$150 MM in equity investment and USD \$600 MM in debt, equivalent to 14,500 housing units and 40,000 m2 of mixed use.</li> <li>• In 2023, amid a stringent new land-use policy in Bogotá and a 50% contraction in housing market demand, designed and executed a strategy to capitalize on an overlooked shift in Colombian family size demographics and opportunities within new land-use regulations. This approach led to the land acquisition and structuring of three nearly market demand risk-free developments, totaling 2,600 housing units.</li> <li>• Special deal 1: Co-led negotiations for three years and successfully secured approval from Bogotá City Hall for a masterplan to transform 47 acres of disused industrial land in the city center into 5,500 new homes (60% affordable housing) and over 22 acres of new public space. Led the assembly and management of design, legal, and technical external advisors; served as the primary point of contact for public officials' observations, requests, and meetings; and oversaw the financial closure and viability of the project.</li> <li>• Special deal 2: Designed, negotiated, and executed the leveraged acquisition of IBM HQ in Colombia for redevelopment, exploiting a land-use regulation loophole that allowed us to double the approved height, outbidding all competitors and securing an investor IRR of 20% (1,300 housing units).</li> </ul>	
<b>District Secretary of Planning - Bogota's Urban Planning and Development Authority</b>	<b>Bogotá, Colombia</b>
<b>Urban Development Analyst (February ‘19 – December ‘19)</b>	
<ul style="list-style-type: none"> <li>• Joined an eight-person team to structure three new cities on Bogota's suburban and rural land, incorporating public infrastructure (roads, parks, etc.) to accommodate over 200,000 homes. Contributed across all required areas, including legal, financial and environmental.</li> <li>• <i>Ciudad Rio project:</i> Built an innovative financial-fiduciary scheme to secure USD \$300 MM in private funding for the execution of the largest linear park in the city (67 km) and the public infrastructure for 70,000 new homes, recovering 2,500 acres of Bogota's River marginalized land.</li> <li>• <i>Ciudad Lagos de Torca project:</i> Streamlined technical and legal masterplan reviews between developers and public officials for a 3,000-acre, 130,000-home development, leading to essential approvals from city hall.</li> <li>• <i>Ciudad Norte:</i> Reviewed and built socioeconomic and environmental studies that became technical pillars for Bogota's 12-year new land-use proposal that sought to transform 14,000 acres of the rural land into urban usage, in order to reduce Bogota's housing deficit.</li> </ul>	
<b>Transmilenio - Bogota's Public Transport Authority</b>	<b>Bogotá, Colombia</b>
<b>Analyst - Planning Advisory Office (August ‘18 – January ‘19)</b>	
<ul style="list-style-type: none"> <li>• Supported in the structuring of public transport infrastructure projects, tenders and public-private partnerships for the city. Assisted in controlling the entity's investment budget and was a part of the team responsible for structuring the first fleet of electric buses.</li> </ul>	

### ADDITIONAL INFORMATION

<b>Languages:</b> Spanish (native) and English (advanced)
<b>Professional associations:</b> CAMACOL, Bogotá's Construction Guild (Jan ‘22- Jul ‘24) - Member of the Land Use Committee responsible for engaging in debates with Bogotá's city officials on new land use regulations, focusing on innovation, development, and housing.
<b>Interests:</b> <b>i)</b> road cycling <b>ii)</b> soccer <b>iii)</b> cooking

**EDUCATION**

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**STANFORD GRADUATE SCHOOL OF BUSINESS**

Stanford, CA

**MBA Candidate**

2026

- Management Consulting, Future of Mobility, Tech, Energy Clubs

**RELAY GRADUATE SCHOOL OF EDUCATION**

New York, NY

**MAT (Masters in Teaching), Mathematics Concentration; Distinction**

2023

**CONNECTICUT COLLEGE**

New London, CT

**BA, Economics and Government; Cum Laude, Deans High Honors 2018-2020**

2020

- President of Economic and Policy Think Tank, Vice President of Investment Club

**EXPERIENCE**

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**LITERALLY MEDIA**

New York, NY

*Digital media conglomerate and boutique consulting firm, specializing in social media and entertainment brands***Director of Subsidiary (retained after acquisition)**

2019 – 2024

- Engaged post-acquisition of *American Insider Media* to oversee integration and grow business as a subsidiary
- Developed growth strategy for new consulting division, interviewed and hired dozens of country representatives for real-time culture tracking across 50+ countries
- Advised major tech company clients who used the analysis to understand international demands and drive growth
- Hired, trained, and led a cross functional team of approximately 40 contract and full-time employees in media division
- Managed creation, marketing, partnerships, modeling of financial projections, and distribution of monthly magazine
- Facilitated large scale partnership with *Instagram* that promoted brand to 370 million accounts at no cost
- Interviewed in *The New York Times*, *The Washington Post*, and *The Investors' Chronicle* on economic outcomes in media

**TEACH FOR AMERICA – FORTE PREPARATORY ACADEMY**

New York, NY

*Tuition-free charter school in Queens, New York***Lead Mathematics Teacher (Certified) and Afterschool Coordinator**

2021 – 2024

- Achieved 56% increase in New York State exam proficiency and 18% percentile point increase in student ability, which significantly outperformed local schools for the first time in history and contributed to a \$1M grant for the school
- Led end-to-end development of data analytics platform tracking 300+ students, improving parent engagement and operational efficiency by 20% through streamlined communication and automated reporting
- Selected and promoted to afterschool coordinator to manage 20+ afterschool programs and 40+ staff
- Designated as a TFA Ambassador due to strong communication skills and was featured in promotional materials
- Set up and organized student council and served on staff culture committee, leading to lower turnover rate of all employees

**AMERICAN INSIDER MEDIA [Acquired by Literally Media in 2019]**

Remote

*Entertainment company producing magazines, podcasts, and shows focused on educating public on digital trends***Founder**

2018 – 2019

- Founded company. Negotiated sale to Literally Media in 2019, joined Literally Media with 8 other full-time team members
- Built a network of 25 million+ followers across varying social media platforms including Instagram, X (Twitter), and Reddit
- Advised and helped incubate an educational cryptocurrency, with a market cap that peaked at over \$10 million
- Previously, cofounded movement *Wholesome Memes*, a new category of digital content centered on positivity and kindness

**STELLOM [Acquired by EnterMeme in 2020]**

Remote

*Educational market simulator, specializing in the gamification of learning and engagement of young adults***Founder**

2019 – 2020

- Founded company. Accrued over 70K registered users to invest in simulated markets, build virtual firms, and collaborate
- Led negotiations to be acquired by and merged with EnterMeme Inc in September 2020 in a seven-figure deal

**LEADERSHIP**

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**ONE OF US GLOBAL FOUNDATION**

2023 – Present

**Founding Member of the Board of Advisors**

- Inaugural member of the board of advisors, launched initial charitable program of \$100,000 in microgrants

**IMENTOR**

2023 – 2024

**High School Mentor**

- One year mentor to a high school senior, successfully ensured his path to college and careers beyond

**INTERESTS**

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Fishing • Golf • SCUBA • Travel • Meteorology • Pickleball (Learning)

**ERIKA OGINO**

(347)-421-9519 • ogino@stanford.edu

**EDUCATION****Stanford Graduate School of Business***M.B.A*

Stanford, CA

Expected Jun 2026

**Dartmouth College***B.A. Computer Science Modified with Mathematics, Magna Cum Laude. Minor: French and International Studies*

Hanover, NH

Jun 2020

- GPA: 3.85/4.00; GMAT: 770
- Distinctions: Cloisè Appleton Crane Prize for French; Citations: Business Management and Strategy, Design Thinking
- Activities: Dartmouth Women in Business Co-President and Executive Board, Palaeopitus Senior Society

**EXPERIENCE****Bain & Company***Consultant (2023-2024); Senior Associate Consultant (2022-2023); Associate Consultant (2020-2022)*

New York, NY

Dec 2020 – Jul 2024

- Advised corporate and private equity clients to support strategic and investment decisions
- Top quartile performer; Led workstreams (workplans, quantitative analyses, client relationships, junior consultants)

**Select Projects:**

Transformation for ~\$100B+ North American Natural Gas Company

- Generated \$100M+ opportunity by conducting in-depth analysis and synthesis of more than 7 data sources, including internal work hours and compressor station utilization data, to optimize maintenance for US business
- Designed and resourced initiatives in maintenance and operations including optimizing tool-in-hand time, implementing predictive maintenance and balancing insource vs outsource by collaborating with ~15 client during agile sprints and design-thinking solutions workshops

Bain Private Equity Group 7-month diligence rotation

- Developed comprehensive roadmap of "where to play" and "how to win" for leading healthcare company in Canada by conducting sector-level analysis across ~10 healthcare delivery and enablement sectors
- Created 5-year forecast model to establish clear view on size of global market for 5 healthcare enablement sectors, providing critical insights for key stakeholders and enabling data-driven decision-making

**Adobe***Corporate Partnerships Strategy and Operations Extern*

New York, NY

Nov 2023 – Apr 2024

- Led redevelopment of corporate partnerships playbook during organizational restructuring, enhancing partner pipeline management, accountability, and tracking of OKRs, while ensuring sustained internal and external partner satisfaction
- Designed and implemented comprehensive pipeline dashboards, enabling teams to monitor critical OKRs such as deal velocity, loss reasons, and potential revenue, leading to improved decision-making and performance tracking
- Conducted in-depth market analysis to identify video as a prime opportunity for GenAI partnerships, and devised strategies to engage top priority strategic partners

**Sora Finance - AI powered debt optimization and management***Chief of Staff (6-month remote externship)*

San Francisco, CA

Mar 2022 – Sep 2022

- Developed BD roadmap for 4 customer channels towards Series A funding, supervised internal and external teams, and performed diligence and implemented CRM software increasing efficiency and productivity by 30-40%
- Designed pilot and onboarded ~20 financial advisors, ensuring exceptional customer experience and identifying opportunities for product improvement by incorporating feedback from advisors into product/engineering roadmap

**COMMUNITY****Happy Family Night Market - deepens cross-cultural exchange through food, art and education***Operations Manager and Finance Team Member*

New York, NY

Apr 2023 – Oct 2023

- Designed and implemented streamlined workflows and introduced RAPID decision-making framework to improve project efficiency and productivity by 50%, ensuring deliverables were met on time and within budget
- Assess viability of ~5 revenue streams, identifying and implementing project plan to meet \$60K fundraising through events such as one day phone bank and virtual auction

**Spontaneous Snack Shack (Bain) - provides snacks to entire Bain NY office***Founder*

New York, NY

Jun 2021 – Jul 2024

- Pioneered launch of Spontaneous Snack Shack as part of culture relaunch initiatives, leading team of ~15 individuals and managing budget of \$50K+ annually; initiative motivated employees to return to office
- Partnered with 10+ internal and external groups to promote diversity and awareness by organizing 2-3 "Snack Shacks" per week, providing platform for individuals to share experiences and promote inclusion through cuisine

**ADDITIONAL****Languages:** Japanese: fluent (speaking), intermediate (reading), basic (writing); French: business (DFP Affaires B1 with merit)**Other Bain:** Dartmouth Recruiting; Women at Bain; Asians at Bain Leadership Team; Inspire (nonprofit consulting) Case Team Lead**Interests:** HIIT and working out, skiing, travel (lived in 7 countries, travelled to 21 additional countries)

# Alexander Patterson

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## Education

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**Stanford University Graduate School of Business** Stanford, CA  
*MBA Candidate* 2026

**Rice University** Houston, TX  
*BA in Economics, BA in Managerial Studies* 2021

## Experience

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**WHITE STAR REAL ESTATE** **2022-2024**

*Strategic Project Coordinator, 2023-2024* *Poland*

- Coordinated conversion of 50k sqm logistics project to data center, increasing project value by €10M+ (10%).
- Guided lease negotiations with key tenants and significantly improved fee structure for the company.
- Researched and managed integration of new market, solar energy, as a part of company-wide ESG strategy.
- Led start-up of premium cocktail bar investment to fill lifestyle gap in a flagship mixed-use project.

*Business Analyst, 2022-2023* *Poland*

- Prepared financial models for new developments, acquisitions, and dispositions of industrial & logistics assets.
- Created investment decks and supported partners with fundraising and sales of assets valued €200M+.
- Managed implementation of improved reporting and cash flow management tools for key projects.
- Prepared asset management reports, rent rolls, budgets, forecasts, and cash flows for assets valued €500M+.

**RENT LIKE HOME** **2021-2022**

*Financial Analyst, 2021-2022* *Poland*

- Created unit economics model that determined selection and pricing strategy for all rental units.
- Set up a management reporting system, including financial statements, KPIs, action plan, forecasts, and BvAs.
- Managed 17 apartments and created operating optimization guidelines for portfolio (700+ units).
- Prepared company for sale to a leading PE fund by reorganizing financial and legal documentation.

**ABRIS CAPITAL PARTNERS** **2020**

*Summer Analyst, 2020* *Poland*

- Built a financial model to evaluate potential acquisition in toy production industry.
- Researched comparable exit options for one of portfolio companies.

**INNOVA CAPITAL PARTNERS** **2020**

*Summer Analyst, 2020* *Poland*

- Conducted research and financial analysis to evaluate emerging investment opportunities.
- Created pitch decks to potential investors for investment opportunities in CEE.

**RICE MANAGEMENT COMPANY** **2019**

*Summer Analyst, 2019* *Houston, TX*

- Researched and presented macro investment drivers: global demographics and food supply.

## Additional

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- Volunteered at Pi-Stacja Poland & Ukraine - wrote business plans and supported fundraising.
- Languages - Polish (native), English (fluent), Spanish (conversational), Russian (conversational).

## VINCENT A. RABL

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### EDUCATION

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- STANFORD GRADUATE SCHOOL OF BUSINESS** · *Master of Business Administration Candidate* · United States 2026
- **Real Estate Courses:** Real Estate Investment, Real Estate Financial Modeling incl. ARGUS, Corporate Financial Modeling
  - **Real Estate Activities:** Real Estate Club member, Future of Cities Club member; participant at ULI Competition 2025
- LONDON SCHOOL OF ECONOMICS** · *M.S. Economic Psychology* · Elected class representative · United Kingdom 2019
- DELFT UNIVERSITY OF TECHNOLOGY** · *M.S. Industrial Ecology* · Applied engineering · Sustainable urban systems · Netherlands 2018
- DRESDEN UNIVERSITY OF TECHNOLOGY** · *B.S. Business and Economics* · Finished 3rd of 250 · Germany 2016

### EXPERIENCE

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- LA FOURCHE** · E-commerce company Berlin, Germany  
*Managing Director, Germany* Mar 2022 – Jul 2024  
 Launched and led the German expansion of French e-commerce company La Fourche, reporting to the CEO (ex McKinsey)
- **Project Management:** Planned and executed highly localized market entry, driving annual revenue from 0\$ to >4M\$ in first year
  - **Financial Modeling:** Built pro forma financial model and managed project budget, achieving free cash flow 10% above plan
  - **Legal:** Managed complex legal documents, e.g. warehouse agreement, and successfully settled two lawsuits out-of-court
  - **Stakeholder Management:** Resolved high-tension conflict between engineering and business team in HQ, ensuring timely launch
  - **Negotiations:** Closed warehouse contract with >\$4M volume in challenging multi-party negotiation, saving \$200k vs. initial offer
  - **Team Collaboration:** Worked with 10-person cross-functional team, achieving record-high satisfaction & performance ratings
- ENMACC** · Enterprise software startup, energy industry Munich, Germany  
*Chief of Staff* Aug 2020 – Feb 2022  
 Acted as aide-de-camp and strategic project manager for CEO (ex McKinsey) of a fast-growing software startup
- **Problem-Solving:** Resolved critical problems under time pressure, e.g. liquidity planning, investor pitches, speech writing
  - **Investor Relations:** Wrote quarterly investors briefings and prepared board meeting presentation for supervisory board
- HELLOFRESH** · Meal-kit provider Berlin, Germany  
*Strategy Manager* Aug 2019 – Jul 2020  
 In-house consultant for the world's largest meal-kit provider with a focus on revenue generation
- **Market Analysis:** Conducted analysis of market & competition, leading to rework of customer journey with 50% higher revenue
  - **Execution:** Led cross-functional launch of new product line in response to COVID, generating >\$2M after launch
- RUBINMEDIA** · Digital agency Cologne, Germany  
*Business Analyst* Jan 2016 – Dec 2017  
 Supported the CEO in the financial turnaround of an agency focused on website & app development
- **Financial Analysis:** Sole responsible for company's pro forma financials and supervision of monthly accounting closing

### ADDITIONAL

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- **Skills:** Financial Modeling, Market Analysis, Project Management, Legal, Project Budgeting, Investor Relations
- **Software:** Excel, ARGUS, PowerPoint, CRM (Hubspot & Salesforce), Canva, Photoshop
- **Languages:** English (business fluent), German (native), Spanish (conversational fluent)
- **Interests:** Architecture, urbanism, exploring new cultures (lived in Netherlands, UK, Mexico, India), Salsa dancing, Oktoberfest

**EDUCATION**

**Stanford University** School of Engineerings Stanford, CA  
 ● **Class of 2026** | **MS** in Management Science & Engineering

**New York University** College of Arts & Science New York, NY  
 ● **Class of 2024** | **Major:** B.A. in Economics and Computer Science with Honors | **Minor:** Business Studies, Data Science, Psychology, Mathematics, Chemistry

**WORK EXPERIENCE****Fotile Kitchen Appliances**

*Management Trainee - Fotile Headquarter & Fotile Suzhou - China* **Summer 2023 - 2024**

- Contributed to the “Re-Engaging Existing Users” campaign by organizing bi-weekly brand events in Suzhou shopping centers, achieving a 5% re-engagement rate among Fotile's Suzhou customer base.
- Led a team of interns to conduct user experience research at offline stores for Fotile's November 2023 product launch, culminating in a live stream event that attracted 2.325 million views.

*Marketing Event Organizer and Overseas Market Analyst - Fotile Global - New York, NY, USA* **December 2021 - Present**

- Designed online promotional materials for the Mid-Autumn Festival and NYC Dragon Fest, attracting over 50,000 clicks and capturing user information and interests from one-third of the audience.
- Anticipated in the formulation of Fotile Global's ongoing expansion plan, “Ant Project,” a comprehensive strategy encompassing market penetration, reputation building, and community engagement.

**Café Mersey**

*Founding Member & Brand Manager* Suzhou, Jiangsu, China  
**January 2019 – Present**

- Initiated and co-founded Cafe Mersey with Fotile, overseeing market analysis, product selection, logo design, and flagship store renovation, achieving a 3-month grand opening.
- Contributed to the establishment of 9 additional stores, gathering 200+ user feedbacks to inform pricing and marketing strategies.
- Monitored real-time store data and launched a WeChat Merchant mini-program, reaching 55,000 registered users.

**CITIC Securities**

*Quantitative Research Analyst Part Time Assistant* New York, NY  
**August 2023 – October 2023**

- Conducted studies on derivatives market, ETF prospects, valuation metrics, arbitrage risks, and quantitative strategies, presenting findings in weekly team presentation, including a case analysis of LTCM's bankruptcy.
- Applied k-means clustering to categorize 4,000+ A-share stocks, developing a cost-effective investment framework.

**RESEARCH PROJECTS****Bid Clustering in eBay Auctions: Influence on Last-Hour Bidding Dynamics (Honor Thesis)**

*Working Paper* NYU Department of Economics **December 2023 – Present**

- Analyzed bidding strategies in eBay auctions and its impact on auction final prices. Received a DURF Grant and Presented findings at the 50th annual undergraduate research conference.

**Cognitive-Based Chinese Hanzi Semantic Analysis Model**

*Research Assistant* Techno Technology Co., LTD **June 2021 – August 2021**

- Involved in the development of linguistic models and NLP algorithms to dissect the semantic intricacies of the Chinese Hanzi system.

**ADDITIONAL ACTIVITIES**

**Outreach Coordinators**, Consult Your Community 2024 - Present

**Alumni Board**, Stanford ACSSS 2024 - Present

**Project Management Assistant**, P1 Project (Designer Home Furnishings Boutique) 2023 - Present

**Music Composer**, Shanghai Navigation (Virtual Reality Travel App for Cultural Travelers) 2023 - Present

**Volunteer Tutor**, Publicolor 2022 - Present

**OTHER INFORMATION**

**Computer Skills:** *Advanced proficiency* in Python, Java, C++, R, SQL, Stata, Matlab, Jupyter Notebooks, Excel, PC & Macintosh literate, *knowledge of* MS Office applications, Tableau, MongoDB

**Languages:** Mandarin(Native); English(Fluent), Japanese (Fluent)

# Ramya Sivaprasad

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## Career Highlights

- 8+ years of Construction and Real Estate experience from UAE and India
- Designed and enforced governance frameworks and operational policies for a new Real Estate company, ensuring ethical, sustainable, and efficient business practices while scaling portfolio to \$270 million in 3 years
- Pioneered sustainability initiatives in the org and across construction sites, achieving measurable reductions in emissions and environmental impact

## Experience

### The Condor Group, United Arab Emirates

#### Executive Director – Construction & Real Estate Development | 2024

- Oversaw the establishment of a Real Estate vertical specializing in mid-rise and high-rise multifamily residential buildings and managed operations of a Construction vertical with a gross annual turnover of USD 50 million, directly reporting to the CEO
- Directed strategy development, stakeholder engagement, customer experience curation, and resource allocation for the Real Estate vertical, ensuring compliance with evolving regulatory requirements while optimizing budgeting, pricing strategies, and overall profitability
- Conducted organizational consolidation, leading to optimized resource utilization, reduced carbon footprint, and streamlined operations across 20 business entities in 3 countries
- Designed and implemented a Continuous Improvement Plan to reduce fuel emissions in construction sites leading to a 12% reduction in maintenance costs, 35% reduction in fuel consumption, and reduced Lost Time over a 3-year period
- Established a 100,000 sqft central storage facility using repurposed materials, minimizing environmental impact
- Directed asset management processes, reducing logistics expenses by 20% and annual asset write-offs by 4%
- As Chair of the HSE committee, revised safety policies, and reduced site accidents by 30%

## Education

### Stanford University, Stanford, CA

#### MS Sustainable Design and Construction | Present

- Focused on design and construction of environmentally, socially, and economically sustainable buildings using advanced materials, innovative design principles, and cutting-edge management tools

### University of Queensland, Australia

#### Adv. Masters in Business Economics | 2015

- Graduated with Dean's Award for Academic Excellence (GPA: 6.7/7), specializing in Sustainable and Environmental Economics, with Highest Distinction for research on the socio-economic impacts of Coal Seam Gas extraction

### University of Salford, United Kingdom

#### BSc (Hons.) Business Management | 2011

- Graduated with First Class Honours as the Highest Achiever in the Graduating Class, with research on the broader impacts of business efficiency

**EDUCATION****Stanford University**

Master of Science in Mechanical Engineering.

Sep 2024 – Present

**University of California, Berkeley**

Bachelor of Science in Mechanical Engineering.

Aug 2020 – May 2024  
Cumulative GPA 3.73/4.00**EXPERIENCE****CK Architecture LLC***Mechanical, Electrical, and Plumbing Engineering Intern*

Jun 2024 – Sep 2024

*Dubai, UAE*

- Performed fluid mechanics and heat transfer calculations for duct systems.
- Calculated heating loads for medium-sized residential and corporate spaces and buildings.
- Engineered and optimized HVAC duct and equipment systems in AutoCAD MEP with insulation and efficiency analysis.
- Developed and optimized plumbing systems in AutoCAD MEP with flow rate and stress analysis.
- Simulated HVAC system efficiency and flow conditions using Autodesk Revit.

**University of California- Berkeley, Moving Universe Laboratory***Mechanical Engineering Research Apprentice*

Sep 2022 – Jul 2024

*Berkeley, CA*

- Created 5 initial designs for a deployable space telescope baffle for CuRIOS in SOLIDWORKS.
- Modeled 3 fully deployable deployment mechanisms with springs and motors for the baffle using SOLIDWORKS.
- Developed and modeled mechanical interfaces for optical, detector, and power systems in SOLIDWORKS.
- Executed FEA with stress-strain testing in SOLIDWORKS on CubeSat-based telescopes for structural rigidity and utility.
- Performed mechanical and thermal vacuum testing on designed CubeSAT mechanical interfacing and electronic components.

**Alef Aeronautics Incorporated***Mechanical Engineering Intern: Flying Car Prototype*

May 2023 – Sep 2023

*San Mateo, CA*

- Managed additive manufacturing and rapid prototyping for automotive components.
- Engineered and fabricated headlight bulb and mirror assemblies using SOLIDWORKS, improving light dispersion.
- Assembled and troubleshooted filament and resin-based 3D printers.
- Fabricated carbon fiber panels and composite material components, resulting in a 2.5 kg reduction in overall system weight.
- Applied resin laminates and finishing processes to components.
- Assembled sheet metal components using manual and CNC-based techniques.
- Tested the electronics and mechanics of suspension systems, wheelbases, and body panels.

**TECHNICAL SKILLS**

SOLIDWORKS | Mechanical Design | Prototypes | AutoCAD | Cadence | Autodesk Fusion360 | Revit | PTC Creo | Windchill  
 MATLAB | Python | CNC (Computer Numerically Controlled) Milling | CNC Lathe | CNC Laser Cutting | 3D Printing |  
 Micropython | Arduino | Woodworking | Metalworking | Resistant Materials Technologies | Computational Fluid Dynamics |  
 Supersonic Flow Computations | Computational Finite Element Analysis | SketchUp | Adobe Illustrator | Adobe Photoshop |  
 FloTHERM

**COURSEWORK**

3D Modeling and Animation | Manufacturing and Design Communication | Solid Mechanics | Thermodynamics | Fluid  
 Mechanics | Heat and Mass Transfer | Computer Aided Design | Computer Aided Manufacturing | Mechatronics | Medical  
 Device and Implant Design | Biomechanics | Particle and High Energy Physics | Elementary Particle Collision Simulation |  
 Servo-motor Software and Coding | Autonomous Steering and Descent Mechanisms | Internet of Things | Robotics

**CERTIFICATIONS**

- **Computational Fluid Dynamics** - Simulation Through a Centrifugal Pump
- **Computational Fluid Mechanics** - Airflow Around a Spoiler
- **FEM** - Linear, Nonlinear Analysis & Post-Processing
- **Finite Element Analysis** - Convergence and Mesh Independence

# SARAH STROBER

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## EDUCATION

<b>Stanford Graduate School of Business</b>	<b>Stanford, CA</b>
Candidate, Masters of Business Administration	2024-2026
<i>Activities: Real Estate Club, Food &amp; Ag Club</i>	
<b>Yale University</b>	<b>New Haven, CT</b>
BA in Political Science	2016-2020

## EXPERIENCE

<b>Interplay Learning</b> , Series C simulation-based job training platform for the skilled trades <i>Workforce Development Market Director</i>	New York City November 2023-May 2024
Led strategy and partnerships for sales vertical focused on public sector, union, and nonprofit customers.	
<ul style="list-style-type: none"> <li>● Designed and executed the vertical's first sales strategy, including implementing sales territories, training 12 salespeople, and creating a system to prioritize outreach to workforce grant winners.</li> <li>● Analyzed market potential and pivoted sales team's focus from pursuing hard-to-close small-dollar deals with local entities, to building long-term relationships with regional stakeholders, leading to higher-value opportunities.</li> <li>● Initiated brand partnerships with key workforce development thought-leaders and philanthropies, increasing visibility for Interplay; invited to speak at SXSW EDU.</li> <li>● Developed Interplay's first sales-focused Advisory Board. Within a month, Advisory Board members successfully introduced the sales team to state government leaders in Florida and North Carolina, both long-term sales targets.</li> </ul>	

<b>U.S. Department of Commerce</b> <i>Special Advisor, Office of the Under Secretary for Economic Affairs (OUSEA)</i>	Washington, D.C. June 2022-October 2023
Managed external affairs & operations for Commerce bureau focused on economic development.	
<ul style="list-style-type: none"> <li>● Developed and executed strategic outreach plans for engaging with national economic stakeholders. <ul style="list-style-type: none"> <li>○ Via cold-outreach, built relationships with senior stakeholders ranging from big city Mayors to NYC real estate executives and leveraged insights to improve Commerce's place-based grant programs.</li> </ul> </li> <li>● Built and implemented an external affairs strategy for OUSEA's Regional Economic Research Initiative, a data effort to understand economic need across the U.S. and track flows of \$150+ billion in federal grant funding. <ul style="list-style-type: none"> <li>○ Led project to analyze localized economic distress indicators. Created fact sheets for congressional leadership that showed economic need and Administration investments by House district.</li> </ul> </li> <li>● Planned, managed, and staffed all official travel for the Under Secretary, including bilateral meetings with EU and Chinese counterparts, the United Nations Biodiversity Conference, and several high-profile visits across the U.S.</li> <li>● Spearheaded the hiring process to grow the bureau by ~2x in 6 months and created OUSEA policies, including internal communication and memo clearance systems.</li> </ul>	

<i>Special Assistant, Office of the White House Liaison</i>	May 2021-June 2022
Selected as one of the first junior political appointees to the Department of Commerce, responsible for hiring and onboarding 100+ Biden-Harris Administration political appointments.	
<ul style="list-style-type: none"> <li>● Built Commerce systems to track 500+ interviews and 400+ candidate referrals.</li> <li>● Created and launched Commerce internship program, focused on providing opportunity to underrepresented groups. <ul style="list-style-type: none"> <li>○ Recruited students from universities nationwide, facilitated the internship's transition to a paid program, and created a post-internship employment pipeline, including successful full-time placements at the White House.</li> </ul> </li> <li>● Co-led the Deputy Secretary's Convening on Equitable Economic Growth, the Department's first in-person summit of the Administration. Managed weekly interagency planning meetings and coordinated logistics for 200+ participants; resulted in \$50+ million in private sector commitments to economic mobility programs.</li> </ul>	

<b>2020 Biden-Harris Presidential Campaign</b>	Tucson, AZ & Paulding County, Georgia
<ul style="list-style-type: none"> <li>● <i>Women for Biden Digital Team</i>: Created the @WomenForBiden Instagram, grew the account to 175k+ followers over 10 months, managed a team of 20 content creators, and reported weekly metrics to campaign HQ.</li> <li>● <i>Field Organizer, AZ</i>: Recruited 2.5k completed phone bank shifts (highest of any organizer in the state). Post general election, recruited to join the Georgia Senate runoff campaign and knocked on 100 doors/day in a deep red region.</li> </ul>	

**Interests:** Professionally, passionate about harnessing the power of real estate to improve cities and increase economic opportunity. Personally, hosted the [World's Largest Cookie Swap](#) and led a pop-up restaurant, "Cayenne Supper Club."

## Khushbu Taneja

735 Campus Drive • Stanford, CA 94305 • ktaneja@stanford.edu • (585) 364-4661

### Education

#### Stanford University

**Stanford, CA**

*M.S. in Statistics*

*Expected Graduation: June 2026*

- Relevant Coursework: Machine Learning, Applied Matrix Theory, Artificial Intelligence, NLP with Deep Learning

#### University of Rochester

**Rochester, NY**

*B.A. in Mathematics; B.A. in Economics*

*May 2019*

- GPA: 3.88/4.00; Magna Cum Laude; Barry Rapoport Prize for excellence in economics; Dean's Scholarship

### Professional Experience

#### Analysis Group

**New York, NY**

*Senior Analyst*

*May 2021 – May 2024*

*Analyst*

*August 2019 - April 2021*

#### Data and Statistical Analyses

- Led a cross-functional team in developing a supervised learning model using surgical device sales data to quantify losses from intellectual property theft resulting in a \$200 million favorable settlement for a Fortune 100 client.
- Designed and implemented a Python-based web-scraping tool to automate the retrieval of M&A filings, enhancing data accessibility and streamlining workflows.
- Performed event studies to analyze the impact of corporate disclosures on stock price movements, measuring market reactions to these events and determining their materiality. Enabled clients to evaluate and address potential market manipulation risks and ensure compliance with regulatory standards.
- Constructed simulation models to generate random walks of company stock prices, creating data visualizations of potential trajectories to illustrate inherent uncertainty and explore counterfactual scenarios.
- Modeled probability distributions of government bond interest rate changes to identify significant deviations and tail events, informing risk assessment and mitigation strategies for benchmarked securities.

#### Financial and Valuation Models

- Collaborated with valuation experts to conceptualize and implement an innovative and robust financial framework based on the Black-Scholes option pricing model to estimate the financial repercussions of defamation.
- Built a dynamic financial model in R to simulate loan repayment timelines under varying fee structures, quantifying damages from fraudulent securitization schemes. Facilitated agile scenario analysis and data-driven litigation strategy.
- Developed interactive dashboards and graphical summaries using VBA to consolidate outputs from multiple financial models, synthesizing key insights and ensuring alignment across diverse stakeholders.
- Valued healthcare client using discounted cash flow, peer multiples benchmarking, and precedent transactions analysis to determine reasonableness of proposed acquisition price, guiding negotiation strategy.

#### Firm-Building Activities

- Selected to lead technical training sessions for new hires on advanced Excel applications and functionalities.
- Conducted first- and final-round interviews for full-time and intern candidates as member of Recruiting Team.

#### NERA Economic Consulting

**Washington, DC**

*Summer Intern in the Energy, Environment, Communications and Infrastructure Practice*

*June - August 2018*

- Aggregated, merged and prepared datasets from multiple government sources on electric vehicle characteristics, enabling a comprehensive analysis of decarbonization policies in the electric and transportation sectors.
- Created mathematical models in Excel to generate inputs to a dynamic-equilibrium economic model that projected electric vehicle demand to assess impact of electric vehicle subsidies on expected future automotive market shares.

#### Deloitte

**New Delhi, India**

*Intern, Energy and Resources*

*May - July 2017*

- Analyzed the role of battery energy storage systems in integrating renewable energy into India's power grid.

### Skills

- *Technical Skills:* R, Python, SQL, STATA, Microsoft Excel
- *Language Skills:* English, Hindi and Bengali

**EDUCATION**

**Stanford University – Cumulative GPA: 4.0/4.0**

**Stanford, CA**

*Bachelor of Science, Management Science and Engineering – Finance & Decision Track*

*June 2024*

*Masters of Science, Sustainability Science and Practice*

*June 2025*

**Honors/Awards:** LEDA Cohort 14 Scholar, LEDA Legal Scholar, Gates Scholarship Scholar, Jack Kent Cooke Foundation Scholar, SEO Edge Scholar, Girls Who Invest Scholar, MLT Career Prep Fellow, Hispanic Scholarship Fund Scholar, Horatio Alger State Scholar, 2024 Design for Extreme Affordability Scholar

**Relevant Coursework:** Justice & the University, Politics & Policy in California, Elements of Policy Analysis, Beyond the Achievement Gap, Organizing for Good

**PROFESSIONAL EXPERIENCE**

**Community Nexus Initiative Intern**

**Santa Ana, CA**

*Oscar & Ma*

*June 2024-August 2024*

- Analyzed systemic cycles of housing insecurity in Santa Ana and identified emerging job trends, developing pathways to break the cycle of housing instability for vulnerable populations
- Defined and structured the partnership between Oscar & Ma, CalOptima, and the local community college district to create a plan of action to support 600,000+ individuals at risk of housing loss

**Summer Associate**

**New York, NY**

*EY-Parthenon*

*June 2023-August 2023*

- Spearheaded the coordination of sell and separation efforts for a global entity with \$11.5 billion in revenue and 100+ project stakeholders
- Developed and implemented customized regional operating plans that account for distinct economic, regulatory, and cultural factors

**Sustainability Consultant**

**Oakland, CA**

*Mighty Buildings*

*January 2023-June 2023*

- Researched and identified optimal sustainability certifications for an innovative 3D printing technology that creates sustainable homes
- Developed a comprehensive set of criteria to guide the implementation of sustainability certifications, including LEED, EDGE, Net Zero Energy, WELL, BREEAM, Energy Star, and Passive House, ensuring adherence to industry-leading standards and promoting environmental consciousness

**Summer Analyst**

**San Francisco, CA**

*KKR – Real Estate Private Equity*

*June 2022-August 2022*

- Collaborated with 15+ team members to manage the acquisition of 2 deals for the newest fund with \$4+ billion in committed capital
- Engaged in strategic planning and thematic investing opportunities with professionals across ten countries for the \$61+ billion in AUM

**Summer Analyst**

**Boston, MA**

*Providence Equity – Providence Strategic Growth (PSG)*

*June 2021-August 2021*

- Sourced and evaluated 1,000+ key platform investment opportunities and synthesized M&A targets within the framework for a \$4.5 billion fund
- Cultivated strategic relationships within the SaaS space and analyzed key market trends within the broader tech-enabled Private Equity space

**Lead Project Researcher**

**Stanford, CA**

*Stanford School of Engineering*

*June 2020-January 2021*

- Developed an internationally accessible software platform and ran an accelerator program for 1,000 entrepreneurs in Thailand
- Examined the impact of technology-based rapid hiring in 300+ entrepreneurial ventures in Thailand and wrote weekly reports for team delivery

**Judicial Extern**

**Santa Ana, CA**

*Orange County Superior Courthouse*

*June 2019-August 2019*

- Observed trial proceedings under the supervision of the honorable Thomas Delaney
- Reviewed, evaluated, and drafted memoranda regarding findings of fact

**LEADERSHIP AND SELECT SERVICE**

**Head of Family Outreach Services**

**Santa Ana, CA**

*CHILD International*

*September 2015-Present*

- Initiate a 4-year program to ease the transition process for 20 Middle Eastern immigrant families through the provision of social support services
- Direct and plan the community outreach aspect of the annual gala, where we most recently raised 250K with over 150 attendees

**Financial Literacy Program Mentor**

**Santa Ana, CA**

*Orange County Bar Foundation Higher Education Mentoring Program*

*June 2015-Present*

- Mentor 35 socioeconomically disadvantaged, at-risk youth about personal finances and decision-making to ensure an economically, socially, and emotionally secure lifestyle in Santa Ana, where the crime rate is 66% above the state's average

**Steering Committee Board Member**

**Stanford, CA**

*Haas Center for Community Service – Cardinal Careers Program*

*January 2020-Present*

- Work with a team of 10 colleagues to secure opportunities for over 600 students interested in pursuing public interest careers
- Perform outreach to 400+ employers and 100+ alumni to establish mentorship relationships for current students

**Executive Board Member**

**Stanford, CA**

*Stanford Student Alumni Council*

*November 2019-Present*

- Spearhead a virtual speaker series to connect over 100+ students to alumni in finance and public service interested careers
- Advise the Alumni Association in connecting with undergraduates via Nerd Nation handouts, JDOTF, and social media

**Undergraduate Research Assistant**

**Stanford, CA**

*Stanford VMware Women's Leadership Innovation Lab*

*October 2019-June 2020*

- Conducted pioneering social experiments with the head researcher to analyze 10+ components needed to create a diverse and inclusive workspace through the development of identity-based support groups; presented findings to leadership and research team
- Analyzed 100+ sets of data on the performance of 30 employee resource groups and developed weekly reports to summarize key takeaways

**SKILLS AND INTERESTS**

- Computer: Microsoft Applications (Excel, Word, PowerPoint & Outlook), Python, C++, R, Java, Matlab
- Language: Fluent in English, Spanish, Farsi, Italian
- Interests: Classical Ballet, Modern Dance, Mountain Biking, Hiking

# Ethan D Truong

1901 N Paddock Green St | Wichita, KS | (316)516-7360 | etruo@stanford.edu

## EDUCATION

<b>Stanford University</b>	<b>Stanford, CA</b>
<i>B.A. in Data Science and Social Systems</i>	September 2021 – June 2025
<ul style="list-style-type: none"> <li>Cumulative GPA: 3.81/4.0</li> </ul>	
<i>M.S. in Management Science and Engineering</i>	September 2024 – June 2026
<ul style="list-style-type: none"> <li>Cumulative GPA: 3.75/4.0</li> </ul>	

## EXPERIENCE

<b>VNTR Investments LLC</b>	<b>Wichita, KS</b>
<i>Co-Founder &amp; CFO</i>	July 2020 – present
<ul style="list-style-type: none"> <li>Direct the acquisition, renovation, and management of 10-12 residential property flips annually, each generating over 25% annualized ROI.</li> <li>Oversee a residential real estate portfolio with assets under management exceeding \$3 million, focusing on long-term holds with 33 units among single-family homes and small multifamily properties.</li> <li>Manage two construction teams remotely, ensuring timely and budget-conscious project completion.</li> </ul>	
<b>Four Corners Property Trust</b>	<b>Mill Valley, CA</b>
<i>AI Intern</i>	October 2024 – present
<ul style="list-style-type: none"> <li>Identify inefficiencies in software workflows for REIT with over \$2.5bn in AUM and develop automation tools to streamline operations.</li> <li>Advise on scalable data infrastructure enhancements to support implementation of artificial intelligence solutions.</li> </ul>	
<b>Stanford Sierra Camp</b>	<b>South Lake Tahoe, CA</b>
<i>Teens Counselor</i>	June 2024 – September 2024
<ul style="list-style-type: none"> <li>Mentor 250 youth in leadership and team-building activities, fostering personal growth and sustainable, safe engagement with nature.</li> <li>Provide exceptional guest service in a hospitality setting, maintaining high standards of service and customer satisfaction.</li> </ul>	
<b>FoundersX Ventures</b>	<b>Menlo Park, CA</b>
<i>AI Associate</i>	May 2023 – October 2023
<ul style="list-style-type: none"> <li>Directed the adaptation of a large language model (LLM) to transform complex research topics into streamlined, digestible workflows, enabling academics to efficiently explore and expand on potential research questions.</li> <li>Created AI-driven tool that conversationally refined inquiries, making it easier for researchers to identify relevant sources and pathways for further exploration.</li> <li>Developed a user-friendly front-end interface using Django, allowing seamless interaction with the adapted LLM and enhancing user experience.</li> </ul>	
<b>PropertyGuru Group</b>	<b>Singapore</b>
<i>Data and Software Solutions Intern</i>	July 2023 - September 2023
<ul style="list-style-type: none"> <li>Leveraged BigQuery and SQL to analyze large volumes of property data for Southeast Asia's leading PropTech firm, contributing to more informed decision-making processes.</li> <li>Conducted comprehensive web scraping and data cleansing to improve the accuracy and utility of client-side tools.</li> <li>Collaborated with cross-functional teams in Malaysia and Vietnam to adapt existing tools for expanding markets.</li> </ul>	

## SKILLS, ACTIVITIES & INTERESTS

- Technical Skills:** Python, C++, GPT-4 API, BigQuery, SQL, R, Django, Adobe Suite, MS Office
- Languages:** Fluent in English, Cultural Proficiency in Spanish and Lao
- Activities:** Snowboarding, Film Photography, Cycling, Barista-ing, Surfing

**Elena Vasilache**  
[Elena.Vasilache@Stanford.edu](mailto:Elena.Vasilache@Stanford.edu)

**EDUCATION:**

*Stanford Graduate School of Business*, Stanford California, 2023, *Ignite* Certificate

*Stanford University*, Stanford California, 2022-2026 Master of Liberal Arts

*Moldova State University*, Republic of Moldova, BA in Humanities, English Language and Literature

**PROFESSIONAL EXPERIENCE:**

*Graduate Teaching Consultant*, Stanford University, 2024 - Current

- Developed and led teaching workshops and panel presentations for incoming international Teaching Assistants (TAs) at Stanford.

*Peer Academic Coach*, Stanford University, 2024 – Current

- Provided personalized one-to-one coaching to Stanford students to succeed academically.

*Office of Postdoctoral Affairs Graduate Associate*, Stanford School of Medicine, 2024 - Current

- Developed a new method of increasing accuracy to 96% in a data collection project analyzing career outcomes for postdoctoral scholars.

*Desk Editor*, Stanford Daily Newspaper, 2023 - Current

- Edited and managed content for 6 writers and columnists in the Sports section. The number of daily sports articles tripled under my leadership.

*Director of LSAT Preparation*, Stanford Pre-Law Society (SPLS), 2023 - Current

- Increased SPLS' test prep partners by 400% and in turn increased club membership by 25%.
- Organized first test prep giveaway (\$8000) which increased social media engagement.

*Transportation Co-Lead*, Students for a Sustainable Stanford, 2024 - Current

- Securing fundraising for innovative transportation service for Stanford students to encourage public transportation and green solutions.

*Secretary*, Stanford Graduate Student Council (GSC), 2023 - 2024

- Increased transparency and facilitated knowledge transfer across GSC council terms by introducing a public spreadsheet tracker for legislation.

**CERTIFICATIONS:**

Stanford GSB *Ignite*, entrepreneurship and innovation certificate

- Developed core business skills and worked on the viability of an AI-based educational startup with a team of six members.

Stanford *CIRTL* Teaching Certificate (Practitioner Level)

- Conducted research on improving the completion rates of self-paced online courses.

Harvard Innovation Labs – Developing Climate Solutions

- Gained expertise in unpacking climate solutions, ideation, and tools for idea viability testing.

**LANGUAGES:** English (fluent), Romanian (native), Russian (proficient)

**VOLUNTEERING:** Contributed to housing 39 unhoused individuals by updating United Effort Organization databases.

# SOPHADEVY “DEVY” WEIR

(562) 241-8450 · devyweir@stanford.edu · linkedin.com/in/devyweir

## EDUCATION & COURSEWORK

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**Stanford University, GPA: 3.8**

**Expected June 2026**

M.S. in Management Science and Engineering

B.S. in Human Environmental Systems - Economics and CompSci Concentration, Minor in Data Analysis

*Related Coursework: Policy Analysis; Applied Optimization; Calculus Based Economic Analysis; Linear Algebra & Multivariable Calculus; Applied Statistics; Programming Methodology in Python; Programming Abstractions in C++*

## PROFESSIONAL EXPERIENCE

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**Guidehouse - Energy Providers, San Francisco, CA**

**June 2024 - Present**

*Associate Consultant*

- Modeled load reduction and analyzed energy efficiency impacts for the California Energy Commission (CEC) and utilities; only intern in San Francisco office invited to extend work post-internship
- Conducted a landscape analysis of electrification policies, measures, and customer engagement strategies for utility companies; delivered findings in a one-hour presentation to the San Francisco office

**Stanford Women’s Ultimate, Stanford University, CA**

**Sept 2021 - Present**

*Financial Officer / Student-Athlete*

- Player and on-field leader, leading biweekly practices of 40 athletes and guiding the team to collegiate national finals
- Voted team financial officer - managed a budget of \$50k, navigating budget cuts of 30% by analyzing past trends, implementing cost cutting, and securing an additional \$10k in grant funding

**Guidewheel - Energy SaaS Startup, Remote**

**June – Aug 2023**

*Sales Intern*

- Proactively requested to cold call and achieved top call-to-meeting conversion rates, acquiring a significant new client
- Conducted data analysis and research on private equity firms; cleaned data, reviewed reports, and analyzed trends and data around energy efficiency to inform targeted outreach strategies and meet sales objectives
- Executed a 5-day intensive competitive analysis sprint, presenting data-driven insights on energy management systems

**Corey, Luzaich, de Ghetaldi & Riddle LLP, Millbrae, CA**

**June 2020 – June 2021**

*Law Clerk/ Client Specialist*

- Interviewed over 300 wildfire victims to detail their claims in Salesforce; entrusted with the firm’s top clients
- Documented emotional impact reports, collected data, and reviewed tax claims, property losses, and medical records
- Collaborated with attorneys to analyze and compile data, drafting and submitting 300+ claims and winning \$22m for clients

**Gondola Getaway, Long Beach, CA**

**Feb – May 2021**

*Gondolier*

- Maneuvered through tight canals, ensuring the safety and enjoyment of guests, and even facilitated marriage proposals
- Represented Naples Island with passion, sharing area history, and serenading guests under bridges in Italian

## INDEPENDENT PROJECTS

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**Peer-to-Peer Energy Case Study, Stanford, CA**

**Jan – April 2024**

- Led analysis of peer-to-peer energy trading, assessing technical, regulatory, and market limits; applied findings in case study
- Synthesized findings, outlining factors for scalability and grid integration, focusing on market replicability

**Cardinal Quarter, Wayzata, MN**

**June – Aug 2022**

- Managed financial operations and bookings for the farm, ensuring accurate accounting and financial stability
- Spearheaded a community-supported agriculture initiative, increasing production by 50% and driving revenue by 20%

## AWARDS & ACHIEVEMENTS

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Co-founder Stanford’s Open Consulting Society (2023); Russell A. Berman Award (2021); POLB Scholarship (2020); Cambodia Town Scholarship (2021); Winner/Co-founder Project Echo Business Plan Competition (2017)

## Education

### Stanford University - School of Engineering

Stanford, CA, USA

Master of Science in Management Science &amp; Engineering

Sept 2024 - Jun 2026 (expected)

- **Coursework:** Natural Language Processing, Investment Science, Foundations of Decision Analysis
- **School Employment:** 50% Research Assistant in Software Development, Teaching Assistant for Stanford Women in Math Mentoring (2024)

### South China Agricultural University

Guangzhou, China

Bachelor of Engineering in Computer Science &amp; Technology

September 2020 - June 2024

- **GPA:** 3.95/4.00, Rank: 1/219
- **Awards/Scholarships:** Kaggle Image Recognition Competition (**Golden Prize**), National Scholarship (Top 1‰, 2022), Government's Scholarship (Top 1‰, 2023), Chow Tai Fook's Scholarship (2022), Wens Company Scholarship (2021)
- **Coursework:** Object-Oriented Programming, Algorithm and Data Structures, Machine Learning, Advanced Regression, Web Development, Front-End Frameworks, User Interface Design, HTML & CSS, JavaScript, React.js, Responsive Web Design, UX/UI Principles, Database Management, Data Visualization, Network Protocols, Testing and Debugging, Software Architecture
- **School Employment:** Teaching Assistant for Front-End Web Development (Autumn 2022)

## Skills Set

<b>Programming or Software</b>	HTML, CSS, JavaScript, React.js, Vue.js, TypeScript, Bootstrap, Node.js, Git, Figma, REST APIs, Git
<b>Knowledge or Libraries</b>	React, Vue, Angular, jQuery, Bootstrap, Tailwind CSS, Axios, Redux, Vuex, Sass, LESS, Chart.js, D3.js
<b>Language Proficiency</b>	TOEFL: 112, IELTS: 8.0, TOPIK II: 6, GRE: 339 (V: 169, Q: 170, Writing: 5.5)

## Work/Intern Experience

### Frontend Development Intern | ByteDance

Jul. 2022 – Sep. 2022 | Guangzhou, China

- Revamped the main dashboard interface using React.js and Redux, reducing page load times by 25% and enhancing usability for over 5,000 daily active users handling large volumes of email data.
- Engineered an AJAX-based filtering system for real-time sorting by key criteria (priority, date, sender), cutting data retrieval times by 30% and boosting daily email processing efficiency by 20%.
- Implemented a fully responsive design across desktop, tablet, and mobile, increasing mobile accessibility by 40% and reducing bounce rates by 18% during peak usage periods.
- Collaborated closely with backend teams to integrate RESTful APIs for real-time inbox updates, enabling instant message retrieval and significantly enhancing responsiveness for time-sensitive communications.

### Frontend Development Intern | SAIC Motor

Oct 2022 – Dec 2022 | Shanghai, China

- Leveraged React for managing UI components and D3.js for data visualization, creating a real-time vehicle tracking dashboard that reduced data refresh latency by 35% and enabled live vehicle status updates.
- Integrated vehicle diagnostics through RESTful APIs, enabling remote monitoring of fuel levels, engine status, and battery health, which improved monitoring efficiency by 40% and accelerated issue detection.
- Designed and implemented responsive UI components with Vue.js, ensuring seamless performance across desktop, tablet, and mobile devices. This increased mobile usage by 30% and enhanced user experience by providing consistent interactions across platforms.

## Academic Research Experience

### Project Manager | Autonomous Mobile Pig Health Detection System

South China Agricultural University

Supervisor: Prof. Zaoqing Liang, Deqin Xiao

May 2023 – April 2024

- Developed a YOLOv5-based pig ear detection algorithm, achieving 95.3% mAP accuracy at 30 FPS, improving pig behavior and health monitoring precision by 20%. This advancement enhances farming efficiency and reduces manual monitoring costs.
- Implemented a sound classification system using a four-directional microphone and the Inception-v3 model, achieving 92% accuracy in detecting pig vocalizations, feeding sounds, and environmental noise, enabling earlier health issue detection.
- Deployed a mobile monitoring robot with an RGB-D camera for real-time SLAM navigation at a 5 cm precision level, reducing manual barn monitoring time by 40% and providing an intelligent, remote solution for modern livestock management.

### Chief Technology Officer | Smart Agricultural Logistics and Traffic Optimization Platform

Harbin, China

Zhiyun Company

January 2022 – May 2023

- Proposed a fine-grained lane-level traffic flow prediction model, providing data-driven insights for real-time traffic optimization.
- Developed and implemented a machine learning model based on Ridge Regression, attracting over 100,000 users in the first year with strategic support from TikTok and Kwai Research Institute.
- Implemented an agricultural machinery route optimization algorithm, reducing empty mileage and improving transportation efficiency by approximately 20%, significantly optimizing logistics costs.
- Launched the platform, achieving over 100,000 active users in the first year and attracting over 2 million active users to date. Secured an \$8 million performance-based agreement with partners, underscoring the project's impact on digital innovation.

- J.X. Yang, Q.Y. Li** “3D Laser Acquisition and Modeling of Tunnel Engineering Point Cloud Data,” Journal of 2022 International Conference on Computational Science and Applied Statistics, 2022
- J.X. Yang, P.N. Li** “High-precision extraction algorithm for pig ear temperature based on infrared thermography,” Journal of Measurement, in the third round of review, 2024

## Patents

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- **A Virtual Basketball Training System Based on Gesture Interaction**
- **A Multi-Person Network Virtual Basketball Court System**
- **An Augmented Reality Partial Body Motion Capture Method Based on Limiting Sensing**
- **A HUD Traffic Safety Warning Device**
- **A Soil Covering Mechanical Vehicle Based on Modern Agriculture**
- **An Intelligent Monitoring System for Abnormal Sound in Live Pigs**
- **A Mobile Monitoring Line Patrol Vehicle**, *Patent registered for SCAU*
- **Infrared Fast Temperature Measurement Device and Method for Monitoring Pig Body Temperature**

**Sean Alberto Yépez, CFA**  
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**Objective:** Transform the built environment by executing projects incorporating energy efficient design aspects, energy storage technologies, and renewable energy generation. During Summer 2025, I want to help leading practitioners improve energy efficiency and grid resilience by applying what I am learning about Sustainable Design & Construction.

## Experience

**StayW Property Management, LLC, Fremont, CA – Founder and Property Manager** April 2019 to present

- Rehabilitate and rent older residences to provide cost-effective housing to interns and recent grads nearby to work.
- Plan, bid, and execute major repairs and renovations, including two roof replacements and three solar arrays.

**Rivian Automotive, Palo Alto, CA – Sr. Financial Analyst, Product Development** January 2021 to present

- Maintain engineering finance budget including factory capital tooling, prototyping, outsourced engineering design & development (ED&D), and labor (both internal headcount and contractors).
- Evaluate business cases for EV technologies, considering upfront investments, adoption rate, and sustainability.
- Compile bill of materials (BoM) costs for Body and Lighting systems of commercial delivery and consumer vehicles.

**Tesla, Inc, Fremont, CA – Sr. Analyst, IT Planning & Vendor Management** February 2016 to August 2020

- Maintain global budget plan for IT Operations, Applications Engineering, Infrastructure, and Manufacturing teams.
- Model usage trends of enterprise software, cloud computing resources, content delivery networks, and datacenters to improve forecast accuracy. Provide Supply Chain with accurate data needed to obtain favorable economic terms.
- Operate IT equipment lease program to facilitate business growth while deferring cash outlay. Coordinate lease originations, returns, and buyouts in accordance with business needs and equipment lifecycle. Negotiate financing rates with equipment manufacturers leveraging inputs from capital markets.

**Intel Treasury, Santa Clara, CA – Sr. Treasury Analyst, Americas Investments** June 2010 to January 2016

- Manage onshore investment portfolio. Transact in fixed income securities for liquidity management. Plan investment strategy to facilitate capital investments, business combinations, stock repurchases, and dividend distributions.
- Implement SunGard treasury software to automate short-term cash forecasting process, replacing legacy spreadsheets.
- Manage portfolio of employee pension and 401(k) assets. Analyze performance and risk metrics. Conduct investment manager due diligence in fixed income and equity asset classes; funded four managers.

## Education

**Stanford University, Stanford, CA** June 2023 to June 2026 (*expected*)

*Master of Science, Civil & Environmental Engineering*

GPA: 4.2/4.3

Completed Sustainability Intensive, Design Thinking, Energy Efficient Buildings, Life Cycle Analysis, Negotiation

**Chartered Financial Analyst (CFA) Institute**

June 2014

Completed all three exam levels; member and charterholder.

**Chartered Alternative Investment Analyst (CAIA) Association**

March 2013

Completed both exam levels; eligible for charter.

**Santa Clara University, Santa Clara, CA**

May 2006 to June 2010

*Bachelor of Science, Finance*

Major GPA: 4.0/4.0, Overall GPA: 3.9/4.0

**Honors:** Beta Gamma Sigma International Honor Society Inductee, SCU Leavey School of Business Scholars Program, SCU University Honors Program, Dean's List 2006-2010

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## EDUCATION

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### Stanford University

Master of Science, Structural Engineering

Sep 2024-March 2026

### University of California, Los Angeles

Bachelor of Science, Civil Engineering

Cumulative GPA: 3.78

June 2021-June 2023

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## RELEVANT COURSEWORK

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- Wooden Timber Design
- Advanced Structural Analysis
- Advanced Reinforced Concrete Structure
- Data Analysis for Physical System
- Structure Mechanics
- Design of Prestressed Concrete Structure
- Engineering Graphics I&II
- Engineering Geomatics: Surveying
- Intro Mechanics of Deformable Solids
- Experimental Structural Mechanics
- Elementary Structural Analysis
- Intro Environmental Engineering
- Intro to Hydrology
- Element Fluid Mechanic
- Intro Engineering Thermodynamic
- Science of Engineering Material

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## TECHNICAL SKILLS

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- Engineering Skills: AutoCAD, AutoDesk Fusion 360, Bluebeam, BIM360, Revit, GPS Rovers, Total Station, ENERCALC, VECTORWORK, LibreOffice CALC, Ram Structural
- Programming Skills: Python, MASTAN, Arduino, C++, C, Matlab
- Office Skills: Microsoft Word, Microsoft Excel, Microsoft PPT,

## WORK EXPERIENCE

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### LA County Of Public Work, Alhambra, CA

Civil Engineering Assistant, Full Time

Sep 2023-Sep 2024

- Conducted structural & soil analyses, prepared building permits, and coordinated site inspections alongside FEMA, USACE, and NASA.
- Composed the Environmental Impact Report for the federal WIFIA loan application for Pacoima Reservoir Restoration Project.
- Engaged in community meetings & public hearings to communicate project goals to county council & foster strong community support.
- Collected and reviewed contractor invoices and bids to ensure alignment with long-term budgetary goals.

### T&S Structural, Pasadena, CA

Project Engineer Intern

June 2023-Sep 2023

- Converted architectural drawings into engineering plans with structural components using Vectorworks.
- Collaborated with architects and contractors on structural analysis, building permit preparation, and site inspections.
- Designed new walls, demo walls, and foundation in Revit for residual single family housing EX. \$4,000,000.
- Developed a shoring design template based on ASCE, ACI, AISC, NDS, and NCSEA standards, and compared results with ENERCALC.

### Cyber E-trading, Pomona, CA

Managerial Assistant

Oct 2018-Mar 2020

- Attracted new customers worldwide and effectively managed meeting schedules for both international and domestic clients.
- Delivered exceptional customer and retail services, managed product sales, and provided expert advice to wholesalers.
- Oversaw inventory quality control and management to ensure optimal stock levels and product integrity.
- Managed military contracts for customized orders, ensuring compliance with specifications and timely delivery.

### Real Estate Project

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### Airbnb Investment, Eastvale, CA

Construction Manager Assistant

March 2019-Now

Project: Development of a legal self-check-in Airbnb housing

- Developed first self-check-in Airbnb in the local region by realizing the customers' demands for privacy
- Researched about and adhered to local city construction requirements while designing self-check-in procedure
- Managed budget, including design fee, material, and labor fee
- Outlined Covid-19 prevention procedures, resulting in 0 cases from customers and hosts during the pandemic

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# UNDERGRAD FULL-TIME

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STANFORD, UNITED STATES, 94305 • ALI2025@STANFORD.EDU • (949) 636-6918

# ALI ANSARI

## EMPLOYMENT HISTORY

### PUBLIC SPEAKING INSTRUCTOR

Apr 2022 - Present

*Stanford University*

- ◆ Instructs students in public speaking, achieving perfect 5.0 evaluations for teaching excellence
- ◆ Guides students in developing persuasive communication skills, consistently earning top ratings
- ◆ Teaches effective argumentation, maintaining flawless evaluation scores for impactful instruction

### RESEARCH INTERN

Jun 2024 - Aug 2024

*Compak Asset Management*

*Newport Beach, CA*

- ◆ Designed structured note strategies, boosting client returns by 5%
- ◆ Analyzed tech stocks, uncovering 3 promising investment opportunities
- ◆ Enhanced portfolio strategies, achieving notable client satisfaction

### HONORS INTERN

Jun 2023 - Aug 2023

*Federal Bureau of Investigation (FBI)*

*Washington D.C.*

- ◆ Analyzed national security data using Power BI, improving insights and inter-departmental communication.
- ◆ Managed sensitive information, fostering collaboration and enhancing departmental efficiency.
- ◆ Utilized data visualization tools to support national security projects, achieving measurable results.

### MARKET RESEARCH INTERN

Jun 2022 - Aug 2022

*Tehnopol Startup Incubator*

*Tallinn, Estonia*

- ◆ Developed corporate venture program, securing 5 partnerships in a year
- ◆ Connected with 25 investors, facilitating \$2M in funding opportunities

## EDUCATION

### B.A. IN PHILOSOPHY (HONORS), MINOR IN ECONOMICS

Sep 2021 - 2025

*Stanford University*

*Stanford, CA*

GPA: 3.6

Certifications: Wall Street Prep Financial Modeling, Bloomberg Market Concepts

## SKILLS

Financial Modeling, Data Analysis, Market Research, Public Speaking, Python, C++, Power BI.

## ADDITIONAL INFORMATION

### HONORS AND ACHIEVEMENTS

- Honors Thesis: "The Divine Value of Moral Evil" (In Progress)
- Presenter, 2024 Sohn San Francisco Investment Conference (Stock Pitch: NASDAQ: CART)
- Publication: [Spring 2023 Columbia Undergraduate Law Review](#)
- Finalist, 2022 Dodge&Cox Stock Competition (NASDAQ: TMUS)
- Presenter, UC Berkeley 2022 Institute of European Studies Undergraduate Conference

### LEADERSHIP AND ACTIVITIES

- Co-President, Stanford Club Golf, Stanford, CA (September 2021 – Present)
- Increased membership 800% over 4 years (10 to 80). Manage \$35k budget.
- Paid Fellow, Intercollegiate Civil Disagreement Program (September 2022 – June 2023)

# Brett Blair

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Gainesville, FL • dbblair@stanford.edu • 352-256-8533

## EDUCATION

**Stanford University** | School of Engineering | Palo Alto, CA **Expected Graduation: June 2025**  
**B.S.** in Management Science and Engineering, Concentration in Finance and Decision, GPA: 3.68, Varsity Baseball, 2-year Pac-12 Academic Honor Roll  
 Relevant Coursework: Applied Statistics; Organizations: Theory and Management; Linear Algebra, Multivariable Calculus, and Modern Applications; Programming Methodology (Python); Programming Abstractions (C++)

**F.W. Buchholz High School** | Gainesville, FL **June 2021**  
 Weighted/Unweighted GPA: 4.8/4.0, Member of DECA (3-year State Qualifier, Chief Operating Officer of SBE Program), 4-year Varsity Baseball (2-year Team Captain), National Honors Society, Member of Alachua County Top Graduates

## PROJECTS

**NFL Passing Yards Machine Learning Model** | Presentation **Spring 2024**

- Scraped publicly available data to compile a cohesive dataset of NFL statistics to predict passing yards for all 32 starting quarterbacks
- Plotted 30 graphs using a single covariate against our target variable to determine that the relationships were expected and accurate
- Implemented a machine learning model via Lasso Regression and a random forest model to regularize our model, eliminating unnecessary covariates
- Produced realistic outputs that were tested against real NFL results
- Model resulted in a higher RMSE and R2 than models found online ( $R^2 = 0.28$ , RMSE = 70)

**MLB Consulting and the Threat of AI** | Paper **Spring 2024**

- Investigated AI and its potential impact on the future of jobs, occupations, and organizations
- Deduced that the position of MLB consultant is safe from AI replacement due to its high dependability on human reasoning to overcome complex, everchanging issues with a caveat detailing the immense benefits for a consultant to use AI as a tool in order to work more productively
- Worked alongside a team of data analysts and MLB scouts to develop this research

## LEADERSHIP EXPERIENCE

**Varsity Baseball, Stanford University** | Palo Alto, CA **September 2021-Present**

- 2x Pac-12 Academic Honor Roll
- 2x Pac-12 Champion, 2x College World Series Participant
- 40 hour per week commitment, work in a team to achieve a common goal, developed leadership skills and time management
- Supported 30 underclassmen in balancing elite academics and athletics

## SKILLS

- Proficient in Microsoft Office (Word, PowerPoint, Excel)
- Proficient in Python, C++, and R

**WORK EXPERIENCE****Private Lessons** | Gainesville, FL | Baseball Coach**May 2018 – Present**

- Teach baseball lessons to 15 youth players in the Gainesville area
- Design individualized practice programs suited to their needs
- Instruct players during a 1-hour session and communicate progress with their parents

**DB Racquet Club** | Gainesville, FL | Pro Shop Attendant**May 2019 - August 2021**

- First line of communication with our 250 members, dealt with any problems that arose
- Perform in-person transactions, made reservations, and scheduled lessons
- Opened memberships for 30 prospective clients

**VOLUNTEER EXPERIENCE****Team IMPACT** | Palo Alto, CA | Leadership Team**September 2023 – Present**

- Team IMPACT is an organization that matches children with disabilities to local collegiate sports teams to get active and build community
- Act as the liaison between the families and team, organize 2 team-building activities per quarter to include child in a team environment

**Florida Elite Baseball** | Newberry, FL | Baseball Coach**June 2019 – Present**

- Instruct 10-20 middle school baseball players per session
- Organize drills and games aimed at developing their skill sets
- Teach personal growth, dealing with adversity, and the value of a team

## EDUCATION

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**Stanford University** – Cumulative GPA: 3.83/4.00 Stanford, CA  
**Intended Major:** B.S. Management Science & Engineering + Urban Studies Minor Expected: June 2025  
**Relevant Coursework:** Economic Analysis I & II, Linear Programming, Applied Linear Algebra, Sustainable Finance

## PROFESSIONAL EXPERIENCE

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**Congressional Research Service** Washington, DC  
*Research Assistant* September 2024 – November 2024

- Lead writer on report to Congress advising on securing critical minerals for green energy transition
- Conducting interviews and analyzing Chinese documents to understand China's influence over deep sea mining code

**HeartCore Capital** Houston, TX  
*Summer Analyst Intern* July 2024 – September 2024

- Created 30-page report using data from Crunchbase to develop investment theses in travel tech
- Conducted market sizing and deal flow analysis to determine the viability of establishing a dedicated travel fund

**OQ (Oman State Oil Company)** Muscat, Oman  
*Intern for Portfolio Management and Divestment Team* July 2023 – September 2023

- Advised on the divestment of subsidiaries worth hundreds of millions of dollars with external advisors for Chief Transformation Officer, identified 2 inconsistencies in divestiture contract
- Wrote and presented 13-page paper on equity financing options for green hydrogen project; BP acquired 49%
- Sourced potential technology partnership to decarbonize our refineries with predicted increase in revenue of 30%

**Haute** Austin, TX  
*Business Analyst Intern* June 2022 – August 2022

- Overhauled 4 months of accounting, thousands of transactions over 3 continents in 3 days during absence of accountant and advised in executive meetings to facilitate the divestiture of a Haute subsidiary
- Sourced potential new client and supported Haute staff in serving clients including Google, Microsoft, and Bose

**Meadow Fund (Tech CEO's Philanthropy)** Stanford, CA  
*Research Intern* April 2022 – June 2022

- Developed 40-page memo (team of 3) on economic justice priorities based on interviews with nonprofit leaders
- Secured \$4 million in funding (150+ million under management) to buy land for agriculture nonprofit Urban Tilth
- Mentored by Governor Newsom's senior advisor on social innovation and by youngest female McArthur recipient

## LEADERSHIP & AFFILIATIONS

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**Charles R. Blyth Fund** Stanford, CA  
*Investment Analyst* December 2022 – Present

- Conducted detailed equity research and pitched stock to grow 6 figure fund supporting Stanford's financial aid
- Analyzed and interpreted financial news and macroeconomic trends, developing actionable insights for the portfolio

**The Orca Network (Startup)** Stanford, CA  
*Head of User Growth* October 2021 – June 2022

- Brainstormed and executed growth hacking strategies using user feedback increasing new users by 580% to 1.4k
- Has now raised over a million dollars in pre seed funding and expanded to multiple schools

## SKILLS & INTERESTS

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**Interests:** Energy and Resources M&A | Oman's economic diversification | Amapiano Music | Padel

**Honors:** Chosen to speak to crowd of 300+ in majority white, pro-police town following George Floyd protests  
US Army Answer The Call Award – raised \$8,000+, delivered 800+ meals from struggling restaurants to frontline doctors

**Skills:** Experience in Python, C++, Matlab, and Julia | Intermediate Spanish and Arabic | Nationally Competitive Debate

✉ marielcamargo58@gmail.com    📞 2149806361    🌐 Mariel Camargo

## Education

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Sep 2021 – present    **B.A.H. Urban Studies (Sustainability), Stanford University**  
Stanford, CA    Minor in Architectural Design, GPA: 3.979

## Awards

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Mar 2024    **Foreign Language and Area Studies Fellowship (Brazilian Portuguese),**  
*United States Department of Education*

Nov 2023    **2023 COMTO NorCal Shirley Douglas Scholarship Award,**  
*Conference Of Minority Transportation Officials (COMTO)*

May 2023    **Gilman Scholar, Benjamin A. Gilman International Scholarship Program**

Sep 2022    **Christine Wilson Award, Society for the Anthropology of Food and Nutrition**

Dec 2020    **Questbridge Finalist and Match**

## Professional and Leadership Experience

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Dec 2024 – present    **Sustainability Intern, New York City Department of Housing Preservation and Development**  
New York City, NY    

- Conducting research on utility rates to inform decision-making and strategy development
- Assisting with ongoing team initiatives, including contributing to Design Consultations
- Creating and curated resources for internal use and webpage content to enhance accessibility and functionality.

Sep 2022 – present    **Urban Studies Peer Advisor, Stanford Urban Studies**  
Stanford, CA    

- Organize and carry out social events for Urban Studies majors and minors
- Create and manage digital content for the Urban Studies website and Instagram
- Provide assistance and guidance for prospective students

Feb 2022 – Jun 2024    **Zero Waste Intern, Stanford Residential & Dining Enterprises**  
Stanford, CA    

- Assist with educational programming, auditing, and improvements to waste collection infrastructure within residences and/or dining halls at Stanford University

Aug 2022 – Jun 2024    **Chapter Director, Sprout-Up**  
Stanford, CA    

- Start and lead Sprout-Up at Stanford to provide free, college student-led environmental education programs to 1st and 2nd grade underserved public schools

Sep 2023 – Jun 2024    **Residential Assistant, Stanford Residential Education**  
Stanford, CA    

- Work with a student staff team and Resident Fellows to facilitate the social, academic, and personal adjustment of students to the residence and Stanford
- Manage and finance house expenses
- Plan and organize dorm events

Jun 2023 – Aug 2023    **OH! Santiago Communications & Media Intern, ALDEA**  
Santiago, Chile    

- Filmed and created promotional content for Open House! Santiago

## Projects

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Jan 2024 – present    **Favela Futures,**  
*Exploring Community-Led Initiatives for Autonomy and Investment in Rio de Janeiro's Favelas*  
Received funding from Stanford University's VPUE to conduct research for my Urban Studies honors thesis on the perceptions of favela residents regarding movements to promote autonomy, prevent displacement, increase public investment, and recognize land rights and property ownership.

Apr 2023 – Jun 2023    **Guidance and Advising on the Starting of a Community Land Trust for the Mountain View Solidarity Fund**  
Advised the Mountain View Solidarity Fund on starting a Community Land Trust (CLT), an affordable long-term housing intervention. Helped produce easy-to-read manuals explaining for the MVSF and the City of Mountain View, interviewed four thriving and diverse CLTs, and surveyed available multi-unit buildings that the CLT could acquire.

Jun 2022 – Jun 2023    **Research Assistant, Stanford Social Ecology Lab**  
Exploring the motivations, emotions, and support systems around BIPOC youth climate activists to gain insight into individual and collective action mechanisms.

## Skills

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Bilingual in English and Spanish

Professional Proficiency in Portuguese

Revit

Adobe Illustrator and Premiere Pro

# Vania Chow

vaniac@stanford.edu | linkedin.com/in/vaniachow | +1 (650) 505 6881

## EDUCATION

### Stanford University

Sept 2022 – Jun 2026

*Bachelor of Science in Computer Science, Minor in Creative Writing*

*Stanford, CA*

- **GPA:** 3.93; **ACT:** 35
- **Research:** The Secular Decline of Bank Balance Sheet Lending (Prof. Greg Buchak – Stanford GSB)
- **Clubs:** Kudla Fund, Stanford Pre-Business Association, Women in Computer Science

## PROFESSIONAL EXPERIENCE

### Morgan Stanley

Jun 2024 – Sept 2024

*Investment Banking Summer Analyst – Financial Sponsors & Industrials (received return offer)*

*San Francisco, CA*

- Engaged on corporate spin-off, buy-side M&A, debt refinancing, and business development mandates
- Created 5 buyers' lists and sourced 50+ targets for leading technology-focused sponsors which were presented by firm MDs

#### Select Transaction Experience

- **Joint financial advisor to Fortive on a corporate spinoff** (Active)
  - Developed equity stories analyzing eight spinoff scenarios, focusing on stock-price reaction, strategic and sponsor buyer interest, one-time costs and dissynergies, and long-term performance benchmarked against relevant peers
  - Assessed post-spinoff potential capital structures, focusing on debt capacity, interest coverage, and ratings outcome
  - Analyzed share buyback capacity and its impact on stock price and leverage metrics based on financing methods
  - Advised Company on announcement phrasing, timeline, and activist investor defense based on precedent spin-offs
- **Joint lead arranger and bookrunner for ConnectWise on acquisition of SkyKick and Axcient** (Active)
  - Constructed LBO model with multiple financing and acquisition scenarios to assess ability to service debt
  - Built three operating cases based on potential synergies and market environment used in the credit approval process
  - Evaluated key credit risks, including deleveraging capacity, competitive landscape and exposure to cyclical end-markets

### Stanford Management Company: Institutional Investment Management Course (Econ 184)

Jan 2024 – Mar 2024

*Student Analyst*

*Stanford, CA*

- Prepared a 15-page analysis on SMC portfolio managers, focusing on key differentiators, risks and overall portfolio impact
- Engaged in presentations from best-in-class funds across 5 asset classes, asking diligence questions to fund managers
- Selected through a rigorous application process to study historical asset allocation strategies with SMC's CIO and MD

### Bregal Sagemount

Jun 2023 – Sept 2023

*Private Equity Summer Analyst*

*Palo Alto, CA*

- Created market maps for 200+ companies and TAM assessments for cybersecurity, logistics tech, & aerospace tech verticals
- Sourced over 300+ prospects, leading initial calls to evaluate investment opportunities and determine next steps
- Conducted expert calls and financial modeling for live-deal transaction, focusing on P&L, returns, and sensitivity analysis
- Analyzed macroeconomic environment, portfolio company performance, and sourcing data to adjust Investment Criteria
- Engaged in weekly financial modeling training and tests, including LBO projection, ARR analysis, and competitor analysis

#### Select Transaction Experience

- **Significant Equity Investment in Bradford Airport Logistics** (Announced September 2023)
  - Generated TAM estimate for airport logistics, segmented by airport region, size, and existing concessionaire model
  - Completed due diligence, analyzing performance KPIs, relevant airport regulations, and competitor business models
  - Researched potential valuations using comparable airport logistics public companies and other precedent transactions

## ADDITIONAL INFORMATION

**Technical Skills:** Python, C++, C, Microsoft Office Suite

**Interests:** Hiking (completed all HK trails), creative writing (published author), traveling, pottery, Suits (TV show)

# Anusha Dwarkanath

Stanford, California | +1 (513) 693-1972 | anushad@stanford.edu

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## EDUCATION

Stanford University Stanford, California  
 Bachelor of Arts in Economics, Minor in Data Science Sep 2022 – June 2026

GPA: 4.1/4.3

Coursework: Applied Econometrics, Decision Modeling & Information, Strategic Management of Start-ups and Established Ventures (GSB)

Upcoming Coursework: The Modern Firm in Theory and Practice, Institutional Investment Management

Activities: Financial Officer for Noopur: Nationally Competitive Indian Classical Dance Team, Boothe Prize Nominee (writing), Student Member: Breadth Governance Board University Committee, UAR 101: Frosh 101 Section Lead

KC High International School Chennai, India  
 IB Diploma July 2018 – May 2022

Grade: 45/45

## EXPERIENCE

Incoming Investment Intern Stanford, California  
 Stanford Management Company July 2025 – September 2025

Research Assistant: Risk Literacy and Personal Finance Decisions Stanford, California  
 Stanford University Graduate School of Business March 2024 – Present

- Research assistant under Professor of Finance Annamaria Lusardi
- Use Stata to analyze Personal Finance Index data and quantify financial fragility in the American population

Learning, Inclusion & Knowledge for Students Workshop Coordinator Stanford, California  
 Office for Inclusion, Belonging, and Intergroup Communication December 2022 – Present

- Facilitate workshops for 500+ Stanford students to offer an entry point into dialogue about identity, power, equity, and privilege
- Manage a team of 12 facilitators, guiding strategic direction and impact on the student population

Equity Research Intern Salt Lake City, Utah  
 Wasatch Global Investors June 2024 – August 2024

- Used company filings, and interviews with management teams and industry experts to develop a deep understanding of the business strategy, industry dynamics and growth drivers of various small-cap public companies in emerging markets
- Used the DuPont financial analysis model to screen for new stocks that offer long-term compounding returns and articulate an investment thesis
- Built financial models and projections on Excel to determine the long-term return profile of a company

Sales Associate Stanford, California  
 Stanford Student Enterprises December 2022 – March 2024

- Responsible for opening and closing the store and managing the register
- Completed 20+ transactions, returns, and exchanges every day to maximize customer satisfaction
- Collaborated with the operations manager to ideate and advertise new merchandise

Stanford International Public Service Fellow, Curriculum Development Intern Chennai, India  
 Team Everest NGO July 2023 – September 2023

- Spearheaded the development of comprehensive handbooks on cybersecurity for 10,000 volunteers as part of a CSR initiative
- Distilled complex concepts into accessible content for 8,000 underprivileged college students to improve their communication skills
- Led the creation of volunteer manuals for a 250-person event at an under-resourced public school in collaboration with Toast, Inc.

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## SKILLS & LANGUAGES

- Excel, Bloomberg, PowerPoint, Stata, Google SketchUp
- Languages: Fluent in English and Tamil; Proficient in French; Conversant Hindi

# Kimberly González-Zelaya

kimblrly@stanford.edu | 702.415.4049

## EDUCATION

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**Stanford University** 2021 – Present  
*B.A. Honors Candidate in Urban Studies and Comparative Studies in Race & Ethnicity, Honors Candidate Minor in Education.*  
**GPA: 3.7. Affiliations:** Central American Student Association, Casa Zapata  
**Languages:** Spanish, English

## EXPERIENCE

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**New York City Housing Court, Sonia Sotomayor Judicial College Division Fellow** May 2024 – Aug 2024  
 The Bronx, NY  
 - Conducted legal research on housing laws, regulations, & case precedents to support judicial decisions on housing disputes.  
 - Drafted 8 order motions & amendments to facilitate court proceedings.  
 - Provided Spanish-English interpretation for over 35 pretrial conferences

**Alliance San Diego, Housing Policy Fellow** Jun 2023 – Sep 2023  
 San Diego  
 - Researched municipal homeless action policies, identifying progress and gaps in implementation.  
 - Briefed city departments on migrant housing needs & recommended solutions.  
 - Authored policy memos on innovative affordable housing strategies in the South Bay San Diego border region, emphasizing cross-border community impact.

**EPACANDO Community Land Trust, Just Transitions Policy Fellow** Jan 2023 – Apr 2023  
 East Palo Alto  
 - Analyzed historical land ownership records to support strategic land acquisition and stewardship initiatives.  
 - Mapped 3 community-focused land use and development plans.

**Los Angeles County Public Defender's Office, Undergraduate Law Fellow** Jun 2022 – Aug 2022  
 Los Angeles  
 - Cataloged over 50 juvenile client cases to improve case management efficiency.  
 - Developed a comprehensive psychological services database to assist resource attorneys in case preparation.  
 - Assisted in Spanish/English attorney/client interpretation.

## LEADERSHIP

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**Writing Tutor, HUME Center for Writing and Speaking** Apr 2022 – Present  
 Stanford  
 Restructure multicultural tutor training to better serve multilingual students through curriculum training. Provide in-class writing support in Stanford's first year English core. Assist weekly campus-wide tutoring.

## PUBLICATIONS

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**Rompiendo Fronteras: The (R)evolutionary Education of Transnational Students in the U.S.-Mexico Borderlands,** May 2022  
*CONTEXTS: Stanford Department of Anthropology Undergraduate Research Journal*

**Dis/ability, Race, and the Carceral State of Education,** Apr 2022  
*Stanford Undergraduate Law Review*

## AWARDS

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**UCLA Law Fellow** Jan 2023

**Stanford Boothe Prize for Excellence in Writing** Apr 2022

# Maria Hernandez

85

Plymouth, MN | 763-221-8324 | mher2002@stanford.edu

## EDUCATION

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**Stanford University** | Cumulative GPA 3.6 Stanford, CA  
Bachelor of Science: Management Science & Engineering (Finance and Decision), Minor: Economics June 2025  
**Relevant Coursework:** Decision Analysis, Operations Management, Optimization, Programming Abstractions,  
Programming Methodology, Organizational Theory and Management

## PROFESSIONAL EXPERIENCE

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**Tax Fellows** | *Chief Operating Officer* | Palo Alto, CA March 2023-Present

- Launched a nonprofit organization to provide critical tax assistance to underserved communities, offering pro-bono tax preparation services, multilingual financial education, and workshops in over five languages
- Led a team of 15 volunteers, equipping them with in-depth tax knowledge through a structured training program, ensuring they could deliver accurate and compliant pro bono tax services tailored to specific community needs
- Guided the team to assist over 500 low-income individuals annually, achieving an average tax refund increase of 20% compared to self-filed returns. Efforts resulted in taxpayers claiming more than \$500,000 in tax refunds and savings
- Fundraised \$40,000+ through targeted grant writing and partnerships with nonprofits, local businesses, and other funding sources to support pro-bono tax services and financial education initiatives

**Target** | *Store Executive Summer Intern* | Plymouth, MN June 2024-August 2024

- Led and managed daily operations of a Target store, overseeing a team of 20+ associates
- Analyzed store performance metrics to improve sales, inventory turnover, and customer satisfaction
- Developed leadership skills by managing employee scheduling, training, and task delegation
- Gained hands-on experience in retail management, merchandising, and customer service strategies

**Stanford University** | *Residential Assistant & Treasurer* | Stanford, California September 2022-June 2025

- Managed the well-being and community life of 85 residents, acting as their primary resource for support, conflict resolution, and personal development, ensuring a smooth and positive living experience
- Fostered a dynamic and inclusive living environment by organizing 15+ social, academic, and cultural events, significantly enhancing community engagement and creating lasting relationships among residents
- Provided critical on-call support, responding to emergencies and resolving urgent issues in a calm and efficient manner, ensuring resident safety and well-being at all times
- Managed an \$80,000 budget, strategically allocating funds to optimize event programming and community initiatives, while maintaining financial transparency and accountability through detailed budget reporting

**Stanford University** | *Sequoia Neighborhood Council Member* | Stanford, California September 2023 - June 2025

- Actively contributed to the development and implementation of neighborhood-wide initiatives, fostering a vibrant and supportive residential community.
- Collaborated with council members to plan events, address resident concerns, and enhance engagement within Sequoia Neighborhood.
- Served as a liaison between residents and university administration, facilitating open communication and advocating for student needs.

**Elsie's Restaurant, Bar, and Bowling Alley** | *Food Server* | Minneapolis, MN September 2018-July 2025

- Delivered high-quality, personalized customer service to hundreds of patrons, consistently ensuring a positive and welcoming dining experience in a fast-paced environment
- Demonstrated expert knowledge of menu offerings, daily specials, and promotions, effectively guiding customers to make informed meal choices that enhanced their overall satisfaction
- Efficiently processed cash and credit transactions, adhering to strict cash-handling procedures and consistently balancing registers, contributing to smooth financial operations
- Collaborated with kitchen staff, bartenders, and fellow servers to ensure seamless service flow, resolving any issues promptly to maintain customer satisfaction and operational efficiency

## SKILLS & INTERESTS

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Microsoft Excel & Powerpoint | Python | C++ | Oracle Accounting Software | Spanish (fluent) | Time Management

# SALMA KAMNI

Chicago, IL • Stanford, CA • 708-228-0429 • [skamni@stanford.edu](mailto:skamni@stanford.edu)

## EDUCATION

### Stanford University

Stanford, CA

*B.S. in Design and Human Behavior: Current GPA: 3.8/4.0*

*September 2020 – December 2024*

- **Academic Awards:** Class of 2024 Stanford Award of Excellence, Coca-Cola Scholar
- **Capstone:** Developed *Bono*, a nonprofit-matching app for donors using OpenAI's API; consulted with 15+ industry experts, (IDEO, Microsoft, Github), conducted 25+ user interviews, identified ethical pain points & mitigations in project roadmap, developed product requirements document & Go-to-Market Strategy

## WORK EXPERIENCE

### Salesforce – Research & Insights, the Office of Ethical and Humane Use (OEHU)

San Francisco, CA

*Responsible AI User Research Intern*

*June 2024 – September 2024*

- Conducted study on bias perspectives in Salesforce GenAI products; drafted study plan, co-collaborated with stakeholders, employed user research methods (interviews, contextual inquiry) with customers (C-suite, managers, admins, etc). Developed comprehensive report supported by qualitative analysis, recommendations, and visual mockups for handoff for product team
- Competitive analysis research of Salesforce Responsible AI practices; supported persona-driven, non-functional, bias trust testing in Einstein Service Agent (Copilot); Tracked development of 40+ user personas, logged and tagged 170 multi-turn tests, and categorized bugs into levels of trust-impact.

### VMware Women's Leadership Innovation Lab

Stanford, CA

*Qualitative Research Intern*

*September 2022 – June 2023*

- Conducted literature review of organizational behavior; survey design and potential research methods, data visualization & documentation of Census using Tableau, Excel; synthesized research

### Shamrock Capital

Los Angeles, CA

*Private Equity Summer Analyst Intern*

*June 2022 – August 2022*

- Conducted market research on prospective investments in metaverse; business model analysis, competitors, vendors, and diagnosis of 5 target areas of possible thematic investments
- Enhanced Shamrock's value creation toolkit by evaluating and recommending 5+ compensation benchmarking resources; Conducted diligence and performed financial forecasting for two potential investments

## LEADERSHIP EXPERIENCE

### Design for America @ Stanford

Chicago, IL

*Product Design Lead*

*September 2023 – June 2024*

- Spearheaded the redesign of Tayba Foundation's curriculum for incarcerated individuals, developed and executed strategic design initiatives aligned with Tayba goals and set weekly benchmarks for junior designers
- Oversaw and reviewed mentee work, managed coordination & cross-collaboration between Tayba staff and DFA designers to ensure quality work, led design sprints/workshops in Needfinding, UX methods, and Figma

### Stanford Muslim Student Union

Stanford, CA

*President*

*May 2022 – May 2023*

- Elected to lead 300+ Muslims (undergrad, grad, post-docs & faculty); Appropriated \$70,000+ of funds, managed 16 board members, established weekly, monthly, & quarterly benchmarks per committee, oversaw 60+ events

### Converge Interfaith

Chicago, IL

*Founder & Director*

*December 2018 – May 2022*

- Founded first online interfaith platform featuring media & written work; 70,000+ views on platform and supporting content, appropriated director tasks to 10 members internationally & honed organization culture
- Secured seed funding from Interfaith Youth Core & T-Mobile, flown to DC as BILI Interfaith Leadership Fellow

## ADDITIONAL INFORMATION

**Languages/Tools:** Figma, Dovetail, UserTesting, ClickUp, Python, R, OpenAI playground, Git, MS Excel, Adobe tools

**Research Skills:** affinity mapping, brainstorming, personas, usability studies, focus groups, surveys, participant observation, interviews, wireframing, rapid prototyping, concept tests, A/B testing, card sorting

# Sweta Karki

swka01@stanford.edu | 720-645-0914 | www.linkedin.com/in/swetakarki

## EDUCATION

- Stanford University**, Stanford, CA Sep 2021 - Jun 2025
- B.S. Management Science and Engineering | GPA (2023 - 2024): 3.7/4.0 | Cumulative GPA (2021 - 2024): 3.3/4.0
  - University of Oxford visiting student studying financial markets for eight-week tutorial at Saïd Business School

## PROFESSIONAL EXPERIENCE

- NGP Capital**, *Investment Team Intern*, Palo Alto, CA Jun 2024 - Aug 2024
- Sourced over 40 deep technology startups in space and data infrastructure to augment investment pipeline by 30%
  - Identified financial trends across 54 portfolio companies leveraging Excel to calculate average YoY, ARR, and revenue growth, deepening understanding of portfolio performance and future frameworks for fund deployment
  - Mapped industrial IoT sensors landscape by analyzing five user interviews to outline three product differentiators

- Nia Impact Capital**, *Finance Intern*, Oakland, CA Aug 2023 - Oct 2023
- Conducted financial due diligence for a new investment vehicle by synthesizing 10-K reports, cash flow activities, and relevant news using AI-assisted SEO data extraction tool, capturing over \$80mm in stock market earnings
  - Crafted comprehensive slides and presented recommendations to senior management on an emerging portfolio by defining four key investment benchmarks and over 10 innovative business models to highlight firm-market fit
  - Investigated 75 company profiles in the global solutions fund to measure progress on ESG and diversity metrics

- Computer Science + Social Good Fellowship**, *Research Intern*, San Francisco, CA Jun 2023 - Aug 2023
- Expanded donor base by 20% by creating a marketing pitch for philanthropy team to promote non-profit mission
  - Performed a cost-benefit analysis on the return for each incremental dollar in competitive elections for 13 states through campaign finance project applying public funding methods, contribution limit data, and disclosure laws

- Juno**, *Business Development Intern*, Boston, MA Jul 2022 - Sep 2022
- Acquired partnerships with eight influencers to boost media reach by 350k users for projected revenue of \$60mm
  - Implemented organic ads, driving website clicks up 10% and pinpointing seven genres tailored to target audience

- Jaunt Media Collective**, *Editorial Intern*, Vail, CO Jun 2022 - Sep 2022
- Increased social media following by 15% by employing directed SEO practices, designing promotional graphics, and producing weekly content posts between the three magazine's Instagram accounts to receive over 12k views
  - Published five articles across three Colorado based magazines integrating primary source research for 50k reads

## ACTIVITIES & LEADERSHIP EXPERIENCE

- Stanford Professionals Investing Finance**, *FGLI Career Preparation Fellow*, Stanford, CA Oct 2023 - Present
- Learned accounting, capital markets, M&A, and LBO fundamentals on the investment banking intern module of the Felix platform by Financial Edge Training using Excel examples to derive insights for practical applications
  - Leveraged weekly calls with a former Evercore ECM analyst to refine interview strategy, resume, and cover letter

- Business Association Stanford Entrepreneurial Students**, *Fundraising Director*, Stanford, CA Nov 2022 - Present
- Raised \$400k by sourcing venture capital firms with investments in consumer, financial services, and technology
  - Surveyed and revised quarterly goals for newsletter to maintain relationships between club members and partners

- Blyth Fund**, *Investment Analyst*, Stanford, CA Oct 2022 - Present
- Utilized market research and evaluated value proposition of stocks to advise for the allocation of \$200k portfolio
  - Pitched two stocks and built financial knowledge on the basics of investing, valuation, and competitive analysis

- Stanford Women in Finance**, *Head of Education*, Stanford, CA Sep 2021 - Present
- Elected as Head of Education to lead nine workshops and strengthen technical finance skills of over 100 members
  - Secured grants from six corporate sponsors and managed \$7k budget to support club functions for 2023 - 2024
  - Developed a streamlined fund disbursement process for events and outreach materials to save 25 hours per term

## SKILLS & INTERESTS

Computer: Python, C++, Figma, AutoCAD, Adobe Photoshop, Microsoft Office Suite, and Google Workspace

Languages: English (fluent), Nepali (fluent), and Spanish (business proficient)

Interests: Golf, live music performances, museums, and baking

# Benjamin R. Kingston

413-310-4261 | ben.kingston@stanford.edu | <https://www.linkedin.com/in/ben-r-kingston/>

## EDUCATION

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### Stanford University | Palo Alto, CA

2021- 2025

BA with Honors in International Relations (World Economy Track), Minor in Data Science

Honors Thesis on Chinese Investments in Tanzanian Infrastructure, Advised by Professor Larry Diamond

Activities: Hillel/JSA, Blyth Fund, Stanford Finance, Student Advisory Board at the Stanford Fund

Coursework: Econ core, R/Python, various global politics/history; Cumulative GPA: 3.83/4.0

### Peking University (SCP KU) | Beijing, China

August - September 2024

One of eight Stanford students selected for 3 week on-site workshop in China's largest corporations

### University of Oxford (Exchange) | Oxford, United Kingdom

Fall 2023 + Winter 2024

Tutorials in development economics and Chinese history, Corpus Christi College Boat Club and soccer

## EXPERIENCE

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### Stanford Graduate School of Business (GSB) | Palo Alto, CA (hybrid)

January 2022 - Present

#### Undergraduate Research Fellow

- Founding research assistant in the [Information Design Lab](#) under Professor Maureen McNichols, have also worked in collaboration with other researchers and labs at the GSB, MIT, LSE, WashU in St. Louis, and University of Chicago
- Completed several projects involving analysis of large data sets: assessed the influence of human networks on auditing markets and Fortune 500 financial reporting practices; researched effects of administration changes on auditing; studied association between industry-concentration of public firms and access to capital, innovation trends, etc
- Currently spearheading a new project using qualitative analysis software to assess corporate restatements and SEC investigations with the goal of understanding the origins of fraud detection and potential company-type discrepancies

### Stanford Seed (GSB) | Johannesburg, South Africa (on-site)

June - August 2024

#### Summer Intern: Ntiyiso Consulting Group

- [Stanford Seed](#) supports disruptive ventures in emerging markets such as Ntiyiso, a growth-stage South African management consulting firm that specializes in infrastructure development projects for municipality governments
- Strategized initiatives to streamline the firm's three divisions and for geographic expansion to new African markets
- Organized a human capital management system to ensure quality across the growing firm of 250+ consultants

### Stanford Seed (GSB) | Dar es Salaam, Tanzania (on-site)

June - September 2023

#### Summer Intern: Megnacio Company Limited

- Supported aggressive expansion and diversification strategy for the agricultural-commodity trading firm that provides global supply-chain access to domestic Tanzanian nut, seed-oil, and coffee producers, leading to 40% revenue growth
- Oversaw ground-level planning for a large cashew-nut processing factory in Tanzania (conducted all market/policy research, modeled revenue/costs/financing options, negotiated directly with suppliers and contractors); factory is projected to process 15,000 MT of raw nuts and create 300+ permanent jobs for local Tanzanians by 2026
  - Led successful \$5M CapEx financing: created pitch deck and delivered it directly to international investors

### VDK Capital | Geneva, Switzerland (remote)

January - June 2023

#### Private Markets Research Intern

- Facilitated Silicon Valley investments, partnerships, and interests for the London and Geneva-based private fund
- Produced and published various pieces of analytic content (written articles, public announcements, podcast-style interviews with founders) related to the firm's diverse technology ventures

**Languages/Info:** native English, conversational Spanish, basic Swahili; dual American, Irish, UK citizenship

**Hobbies/Interests:** premier league soccer, rowing, hiking, skiing, pickleball, chess, poker, game of thrones

## EDUCATION

**Stanford University** September 2022 - June 2026 (Expected)  
 Major: Management Science & Engineering (MS&E) | Minor: Data Science | GPA: 3.806/4.0

## TECHNICAL SKILLS

- **Relevant Coursework:** Micro/Macroeconomics, Financial Accounting, Statistical Analysis, Crypto/Blockchain Technologies
- **Programming Languages/Software:** Python, C++, SQL, R, Fusion 360, Tableau, Microsoft Office Suite
- **Certifications:** Bloomberg Market Concepts (BMC), [Verify](#)  
 Bloomberg Finance Fundamentals (BFF), [Verify](#)  
 Google Cybersecurity Professional Certification, [Verify](#)

## EXPERIENCE

**Incoming 2025 Summer Analyst - Blackstone** June 2025 - August 2025 (Expected)  
 • Portfolio Management in the real estate division.

**Investment Intern - Kamehameha Schools Investment Management Group** June 2024 - August 2024  
 • Conducted investment/operational due diligence, asset allocation, risk management, financial modeling, and fundamental analysis on specific investment strategies and fund managers.  
 • Performed an internship-length research project on investing in global carbon markets, which included primary diligence and discussions with multiple fund managers and culminated in a presentation to a large group of endowments and foundations.

**Endowment Management Investment Fellowship (EMIF)** June 2024 - August 2024  
 • Selected for the prestigious EMIF fellowship which collaborates with prominent U.S. endowments and foundations to provide hands-on training and experience in managing institutional investment portfolios and supporting philanthropic and university operations.  
 • Voted 1<sup>st</sup> place intern project presentation among participating institutional representatives at final symposium.

**Museum Educator - Pacific Fleet Submarine Museum** January 2022 - September 2023  
 • Created and curated K-12 museum educational content.

**Research Intern - USC Alfred E. Mann Institute for Biomedical Engineering** June 2021 - August 2021  
 • Researched and designed an automatic CPAP sterilization system for patients with sleep apnea.

## LEADERSHIP / VOLUNTEERING

**Stanford American Indian Science and Engineering Society (AISES)** September 2022 - Present  
*Financial Officer (2024-2025 SY), Vice President (2023-2024 SY)*  
 • Current FO and former VP of Stanford's AISES chapter. Coordinates various club events, including guest speakers, social gatherings, and annual national conference trip. Manages all club finances, including budgeting, fund disbursement, and donations/sponsorships.  
 • AISES is a national organization focused on increasing indigenous representation in STEM fields.

**Project Lono** June 2022 - Present  
*Co-founder*  
 • Project Lono is a non-profit streamlining aid distribution and funding through AI-enhanced registries. [Link](#)  
 • Winner of 2022 Ambition Accelerator grant. Winner of Most Impactful Project award at 2024 Honolulu Tech Week Hackathon.

**Coalition for a Tobacco-Free Hawaii Youth Council** December 2019 - September 2022  
*Co-president, Spokesperson*  
 • Advocated for legislative bans on flavored tobacco products. Coordinated tobacco education, awareness, and outreach events.

**Wharton Business School Global Investment Competition** September - January 2021, 2022  
*Team Leader, Organizer*  
 • Led a six-person team of Hawaii high school students through an investment scenario of building a specialized strategy for a client given a \$100K simulation portfolio. Placed within the Top 100 out of 4,400+ teams based on portfolio performance.

## HONORS / AWARDS

<b>International Science and Engineering Fair (ISEF) - Finalist</b>	March 2021	<b>Coca-Cola Scholar</b>	March 2022
<b>Yale Science and Engineering Association (YSEA) Award</b>	May 2021	<b>Apple Scholar Program</b>	August 2022
<b>Caltech Signature Award</b>	May 2021	<b>Splunk Scholar</b>	
<b>U.S. Presidential Scholar Semi-Finalist</b>		<b>Intel Scholar</b>	August 2022, 2023
<b>Campaign for Tobacco-Free Kids National Advocates of the Year</b>	July 2021	<b>Aristocrat Scholar</b>	August 2022, 2023
<b>International Public Policy Forum (IPPF) - Top 64</b>	January 2022	<b>Taco Bell Live Más Scholar</b>	April 2022, 2024

# Zachary (Coco) Joaquín Lukrich

540 Mission Drive, Midway, UT 84049 | lukrich@stanford.edu | (435) 659-8913

## EDUCATION

### Stanford University

*B.S. Candidate: Science, Technology, & Society / Concentration: Innovation & Organization*

- Core GPA: 3.96/4.0; PAC-12 Academic Honor Roll
- Varsity Football Team, Real Estate Club, Retired Athletes Club, Sigma Nu Fraternity

**Stanford, CA**

*Expected June 2025*

## EXPERIENCE

### Stanford Real Estate Club

*Financial Officer & Board Member*

- Organize biweekly SREC events, driving strong engagement and positive attendee feedback
- Manage a \$7,000 budget, creating proposals and processing finances through University Administrators
- Serve as the primary representative of SREC to the Stanford community

**Stanford, CA**

*Sep. 2023 - Present*

### Eastdil Secured

*Summer Analyst – Real Estate Investment Banking*

- Engaged in a rigorous 6-week training program covering Discounted Cash Flow Modeling in Excel, comprehensive Argus case studies, and in-depth Real Estate Fundamentals
- Underwrote an equity sale for a ~\$150 Million 35-tenant office/retail building from scratch using Argus and Excel modeling; Crafted and presented the BOV slide deck to peers
- Gathered ~\$100B worth of sales comparables from CoStar, performed lease reviews, and modeled DCFs and Levered Analyses to assist the Industrial, Multifamily, and Office teams with underwriting and making market assumptions
- Accepted 2025 full-time Analyst return offer

**San Francisco, CA**

*Jun. 2024 – Aug. 2024*

### DivcoWest

*Summer Analyst – Real Estate Private Equity*

- Crafted and presented an analytical investment pitch for a \$75 Million 100-unit multi-family development in Austin, Texas, which included financial analysis, market overview, and deal structure
- Spearheaded market research assignment by delegating tasks to 8 intern peers and presenting findings to the Acquisitions Team to assist with underwriting and due diligence processes
- Gathered and organized creditworthiness data on 300+ tenants across 6 funds, totaling \$18 Billion in Microsoft Excel to streamline information for Asset Managers
- Awarded best summer analyst investment pitch by the CEO, COO, and investment committee

**San Francisco, CA**

*Jun. 2023 - Aug. 2023*

### Stanford Football Team

*Fullback & Tight End*

- Committed 30+ hours a week to film study, strength & conditioning, and practice while managing a part-time job and full-time academic course load
- Awarded 2022 Summer Team Technician (Exceptional Strength & Conditioning Leadership and Performance) & PAC-12 Academic Honor Roll
- Medically retired in March 2023 due to excessive concussions

**Stanford, CA**

*Jun. 2021 - Mar. 2023*

## LEADERSHIP ACTIVITIES

### Sigma Nu Fraternity

*Honor Board Director & Violence Prevention Chair*

- Spearhead the development and implementation of a comprehensive violence prevention program
- Lead the fraternity honor board, overseeing disciplinary procedures and promoting ethical behavior
- Organize workshops and training sessions on conflict resolution and bystander intervention, equipping members with the skills needed to prevent violence and foster a culture of respect and responsibility

**Stanford, CA**

*Sep. 2023 - Present*

### Stanford Retired Athletes Club

*Founder & President*

- Manage and allocate a \$7000 club budget based on future events and projected attendance
- Organize bi-weekly meetings and promote the club through athletic organizations and social media
- Delegate tasks and responsibilities to a team of 10 founding members

**Stanford, CA**

*Mar. 2023 - Present*

### Haerter, Stanley, & Steppan Family

*Caretaker & Peer Mentor*

- Care for and mentor 3 peers from high school who have intellectual disabilities
- Assist with reading, mathematics, science, and overarching cognitive development
- Provide support in learning and maintaining social skills, and function as a general role model

**Park City, UT**

*Jun. 2019 - Present*

## SKILLS & CERTIFICATIONS

- **Skills:** Microsoft Office Suite & HTML, CSS, and Python programming
- **Certifications:** Eastdil Secured Real Estate Finance Training Program, Real Estate Modeling – Wall Street Prep

# Michael Marcotte

727-515-7357 | michaelmarcotte02@gmail.com | linkedin.com/in/marcottemichael

Machine learning engineer with 2 years of academic research and 1+ years of industry experience. Highly experienced at each step of AI development process: dataset generation and curation, model designing and algorithm implementation, model training or fine-tuning, model deployment, script and application development. General problem-solver experienced with designing advanced AI tools solving problems and inefficiencies in medicine, business, and hardware engineering.

## EDUCATION

**Stanford University Class of 2025** Sep. 2020 – Jun. 2025  
*BS Candidate in Mathematics & BS and MS Candidate in Computer Science* Stanford, CA

## WORK EXPERIENCE

**Formal Verification Engineer Intern (Deep Learning)** Jun. 2024 – Present  
*NVIDIA* Santa Clara, CA

- Applied deep learning researcher trailblazing the integration of LLMs across chip production & formal verification
- Generated state of the art dataset benchmarks, trained & aligned models, and built applications with proven value
- Deploying proprietary LLM scripts and applications for automating workflow for team of 150 verification engineers
- Designed proprietary LLM application for code generation research, achieving perfect mathematical equivalence
- Engineered automated LLM code-generation scripts used across 2 full chip projects and C-to-RTL code translation
- Created environments & Python libraries for novel data processing used widely among NVIDIA LLM developers
- Designed LLM-powered script to automatically verify every floating point C instruction for future chip projects
- Developed and distributed company's first internal pipeline for training and fine-tuning LLMs for chip production

**Machine Learning Engineer Intern** Apr. 2023 – Sep. 2023  
*SAP* New York City, NY

- Introduced novel financial forecasting model using deep learning and statistics for clothing pricing prediction
- Spearheaded development of software solutions using Large Language Models through designing LLM boosted clustering algorithm with OpenAI API achieving negligible test loss for ReCommerce classification applications
- Proposed and developed automated, modern data-scraping scripts to operate through LangChain effectively aligning company interests with autonomous and accurate data collection with current AI ethical guidelines

**Undergraduate Grading Assistant (Part-Time)** Oct. 2021 – Mar. 2022  
*Stanford University – Department of Mathematics* Stanford, CA

- Oversaw the progress of over 300 Calculus students, grading and offering constructive feedback on problem sets

## ACADEMIC RESEARCH EXPERIENCE AND PROJECTS

**Machine Learning Research Assistant** Mar. 2021 – Mar. 2023  
*Stanford Medicine – Nima Aghaeepour Laboratory* Stanford, CA

- Designed and implemented deep geometric convolutional neural networks to predict the time until onset of pre-eclampsia, developing scripts in Python and R quantifying the new proposed model's improvements
- Conducted background research to identify 4 other notable convolutional neural networks, and adapted and fine-tuned each model to 5 single-cell benchmark tasks, and observed success measured by improvements in AUC

**Machine Learning Projects – Academic Contributions** Oct. 2023 – Dec. 2023, Apr. 2024 – Jun. 2024

- CS236: created two novel time-series generators with DVAEs and GANs reducing error threefold against baselines
- CS234: designed novel asynchronous PPO RL algorithm with multi-threading, significantly reduced training time.
- CS224N: implemented classical NLP algorithms, also introducing novel LLM synthetic data generation pipeline

## PUBLICATIONS

**“The Palmaris Longus and Its Association with Carpal Tunnel Syndrome.”** 2020

- Interpreted statistical significance of medical research. AOA best poster. <https://doi.org/10.1055/s-0040-1714251>

**Formal Verification & LLM Research (2nd Author)** Jul. 2024 – Present

- Sole implementer designing novel AI algorithms and flow for verification; publications in: NTECH, DVCON, JUG.

## TECHNICAL SKILLS AND EXPERIENCE

**Languages:** Python, C/C++, Java, JavaScript, R, SQL, Verilog & SystemVerilog

**Data Science Libraries:** pandas, NumPy, Matplotlib, PyTorch, PyTorch Geometric, Keras, TensorFlow

**LLMs and NLP APIs:** OpenAI GPT models, Llama 2/3, Bard, NVIDIA proprietary LLMs, Hugging Face, LangChain

**Cloud Computing:** Google Cloud Platform, NVIDIA NGC, Docker, Large Computing Clusters

# Jay Nagpal

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## EDUCATION

**Stanford University** (Stanford, CA) Bachelor of Science, Bachelor of Arts, June 2025

**Majors:** Management Science & Engineering | Data Science & Social Systems **GRE:** 333/340 **Major GPA:** 3.3

**Relevant Coursework:** Solving Social Problems with Data | Minds & Machines | Stochastic Modeling |

Entrepreneurial Thought Leaders Seminar | Linear Algebra, Multivariable Calculus, & Modern Applications |

Accounting for Managers & Entrepreneurs | Decision Analysis | Programming Methodology | Finance & Investment

**Half Hollow Hills High School East** (Dix Hills, NY) Graduated with Highest Honors, June 2020

**SAT:** 1580/1600

**SAT II (Math Level 2):** 800/800

**SAT II (U.S. History):** 800/800

## PROFESSIONAL EXPERIENCE

**CareYaya Product Strategy Intern** (Durham, NC) June 2024 – August 2024

- Researched role of AI-based neurofeedback training to drive product development in \$17.7B healthcare industry
- Developed iOS application beta to guide non-invasive treatment of dementia patients in 200+ elder care clinics

**MC Squared AI Product Management Intern** (New York, NY) June 2023 – September 2023

- Designed proof of concept pet care app to leverage large language model (LLM) to support 8.7+MM pet owners
- Led market research to identify customer pain points, develop features by surveying 1,100+ with generative AI
- Reviewed 100+ user journeys and customer personas to understand behaviors through design thinking process
- Presented business and technical requirements to senior leadership and engineering for MVP application build

**ICR Capital Convertible & Equity Derivatives Advisory Intern** (New York, NY) June 2022 – August 2022

- Wrote program in R to assess 30+ deals across 330+ parameters based on historical data including pricing date and tranche size, and to generate relevant company, bond, book runner information for fee determinations
- Built database of repurchase programs using 10Q and 10K filings to track buybacks of 20+ industrial companies
- Structured capital return strategy for mid-cap industrial company with IR team and presented to senior leadership
- Conducted evaluation of 70+ convertible transactions to deliver market analysis on deal settlement flexibility

**Alinea Invest Growth Intern** (New York, NY) November 2021 – March 2022

- Managed company's outreach efforts at Stanford University to make personal finance approachable for students
- Assessed 100+ users and briefed founders to increase platform sociability and investment accessibility by 7%
- Collaborated directly with CEO and CTO to create 30+ home screen prototypes and product features in Figma

## LEADERSHIP EXPERIENCE

**Stanford Finance Program Analyst** (Stanford, CA) October 2022 – Present

- Analyze financial market data to build DCF, LBO, and merger models for presentation to 12+ board members
- Engage with 30+ buy- and sell-side alumni to build professional proficiency through weekly mentorship events

**Stanford South Asian Society Marketing Officer** (Stanford, CA) October 2022 – Present

- Spearhead marketing campaign promoting largest South Asian events on campus to generate \$30,000+ revenue
- Implement 50+ media outreach initiatives annually to foster community among 1,000+ South Asian students

**Stanford ASES VC Outreach and Coordination Team Member** (Stanford, CA) December 2020 – Present

- Establish and execute parameter-based rating system to evaluate 40+ companies for annual startup conference
- Organize internal campaign to adapt event to virtual format, increasing founder-investor interaction by 100%

**Bootcamp Fellow** (Stanford, CA) September 2020 – November 2020

- Selected as one of 45 fellows from 400+ applicants to develop impactful solutions from design thinking model
- Created community-building app *Plat* by identifying product-market fit and conducting 20+ user interviews

## SKILLS

**Computer:** Proficient in Excel, Microsoft Office Suite | Intermediate in Python, C++, R, Figma | Beginner in SQL

**Language:** Proficient in Hindi, Spanish

**Interests:** Classical Piano & Viola, Film, Sports, Traveling

# Austin Joseph Salcedo

93

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 asalc14@stanford.edu

 linkedin.com/in/austin-salcedo

## EDUCATION

### Stanford University

#### B.S. Symbolic Systems (Concentration: Learning)

- *Relevant Coursework:* Programming Abstractions, Computer Systems, Natural Language Processing, Principles of Artificial Intelligence
- *Founder / President / Instructor / Coach:* Stanford Muay Thai Club Sport

Stanford, CA

expected 2025

### Orange Coast College

#### A.S. Natural Science | A.A. Liberal Arts

- *Leadership Award:* Joseph R. Kroll Student Leader of Distinction Award
- *Club President:* S.A.L.U.T.E. Veteran Honor Society, Student Veterans of America, and OCC Research Journal Club (founder)

Costa Mesa, CA

2020

## WORK EXPERIENCE

### Amazon Web Services (EC2 Carbon)

#### Software Development Engineer Intern

- Project: Implemented a GDB debugging workflow via QEMU allowing the Carbon-Nitro team to easily debug the Carbon Linux kernel.
- Technical Skills: Increased understanding and proficiency in Linux, Shell scripts, Makefile, Git, QEMU, GDB, and dependencies.

Sunnyvale, CA

June 2024 - August 2024

### Chulalongkorn University

#### Research Assistant

- Assisted in the development of an affordable, rehabilitative end-effector robot designed to attach to your home desktop monitor.
- Provided the lab with a strong literature review surrounding physical/neurological considerations for designing a rehabilitation product.
- Gained introductory-level skills/knowledge in PyGame, Fusion360 (3D models), ideaMaker, Arduino, STM32, and more.

Bangkok, Thailand

June 2023 - August 2023

### Yale Intelligent Autonomy Lab

#### Research Fellow

- Developed an interface for human-robot intent prediction by programming a robotic arm to track a human's face via OpenCV's face-detection algorithm and visual servoing techniques.
- Future steps for this project involve training the robot to interpret human's intent (e.g., via emotion, gaze, or body-pose recognition) and to respond with appropriate, assistive responses.

New Haven, CT

June 2022 - August 2022

### Pathfinders Learning Inc.

#### Cognitive Trainer

- Developed and led one-on-one cognitive training sessions for students struggling with learning disabilities, building underlying learning skills (memory, attention, processing speed, etc.), in order to facilitate their growth into confident, independent learners.
- Established and maintained relationships with the students' parents and ensured progress continued outside of the learning center.

Rancho Santa Margarita, CA

May 2018 - May 2019

### United States Marine Corps

#### Cyber Network Operator

- Established and maintained cyber networks during numerous field operations, ensuring optimal preparation for deployment to Kuwait, and led/contributed to proper training protocols.
- Promoted to, and honorably discharged as, a Sergeant (E-5) for displaying leadership, professionalism, and dedication to operational effectiveness.

Camp Pendleton, CA | Yuma, AZ | Al Jaber, Kuwait

July 2013 - July 2017

## PROJECTS / SKILLS

#### Projects:

- *AWS Internship:* Carbon Linux Kernel Debugger
- *Yale Research Fellowship:* Face-detecting Robotic Arm
- *NLP Course:* Movie Recommender Chatbot

#### Technical Skills:

- *Languages:* Python; C/C++; Shell/Bash; Make; Swift
- *Tools:* VSCode; Terminal/Shell; QEMU; SSH; Docker

## HOBBIES

#### Muay Thai:

- 4+ years of training | 2+ years of coaching/instructing
- Fought professionally in Chiang Mai, Thailand (2023)
- Active community member in the Bay Area

#### Foodie:

Will eat everything in sight, especially when tasty.

**Dog Owner:** of a beautiful 4.5 y/o girl named Ella who loves to take me on walks.

## REFERENCES



Adam Burroughs

Software Dev (Internship Mentor)  
Amazon Web Services  
burroughs@amazon.com



Alice Zielman

Software Engineering Manager  
Amazon Web Services  
zielman@amazon.com



Ian Abraham

Lab Director  
Yale Intelligent Autonomy Lab  
ian.abraham@yale.edu

## Education

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**Computer Science**, Stanford University, GPA: 3.824/4.0

8/2019 - 6/2024

Relevant Coursework & Skills: Product Management, Agile Framework, Design Thinking, Strategic Communication, Leadership and Management, Python, Javascript, SQL, Databases, Networks, AI/Computer Vision, LLM, Microeconomics, UI/UX Principles

Native Languages: English, Spanish, Mandarin, Cantonese

## Experience

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**Software Intern**, Walt Disney Animation Studios – Los Angeles

6/2024 - 8/2024

- Engineered a full-stack application for the feature film Moana 2, leveraging JavaScript for front-end development, Python for back-end services, and SQL for database management, utilizing Agile methodologies for iterative development.
- Collaborated directly with technical directors in 2 week sprints to optimize the movie production pipeline by developing a matte manager that efficiently sorts and filters existing issues within a newly structured database, enhancing departmental workflows.
- Conducted sprint reviews and presented the final application to supervisors, demonstrating its functionality and usability, which led to approval for deployment to Disney GitLab for integration into future film productions.

**Corporate Strategy Intern**, Adobe – San Francisco

6/2021-7/2022

- Led the end-to-end product expansion of Adobe Express, integrating generative AI features to enhance value for marketers and knowledge workers, directly aligning with Adobe's strategic objectives.
- Organized and coordinated cross-functional teams, including Design and Research, to identify market opportunities and align product roadmaps, ensuring that product developments met business needs.
- Independently developed a comprehensive market landscape analysis of the startup industry focused on generative AI, conducting competitor research on 62 companies to identify trends and opportunities, which informed product strategy.
- Presented findings to VP and executive team, securing approval for generative AI initiatives tailored to the customer experience and marketer user base.

**Product Manager**, Droplet – New York

6/2021-7/2022

- Co-founded and led a dynamic team of six engineers to design and launch an innovative audio platform for sound bites, achieving over 30,000 listens and 800 active users through targeted marketing campaigns and strategic feature releases.
- Effectively managed a critical app crash during launch, resolving the issue within 5 hours instead of the expected week, which ensured a smooth user experience and maintained stakeholder confidence.
- Developed "Clouds," a feature using a Reddit algorithm to automate sound bite categorization, improving user experience and increasing engagement by 25% through regular testing and feedback loops.
- Pitched to 20+ venture capitalists and angel investors, securing interest from prominent firms, and was shortlisted for interviews with A\*, and Pear, and entered the YCombinator S22 batch (under JuiceBox).

**Product Manager Intern**, Ethlas – Singapore

6/2020-7/2021

- Product managed the mobile prototype for Ethlas's gaming division, a blockchain company backed by Sequoia, leading cross-functional teams to define product vision, prioritize features, and communicating with international engineers.
- Conducted extensive user testing and A/B testing, leading to a 30% increase in user satisfaction, and developed detailed product documentation, including user stories and wireframes.
- Successfully launched the prototype in under two weeks, engaging 800+ users in the Singapore gaming market after release.

**Strategy Consulting Intern**, Boston Consulting Group – Atlanta

1/2021-5/2021

- Spearheaded the development and presentation of a comprehensive consumer growth strategy for a leading fashion company, coordinating insights across teams and presenting findings to the CEO, President, and Managing Directors.
- Synthesized insights from 53 sources, 5 case studies, and 14 interviews to define strategic purpose using BCG's Bionic framework, with results slated for publication in a white paper.

## Projects and Experiences

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**Mercedes Benz AI Project** – Stanford University

03/2024-06/2024

- Designed and developed an AI user experience for Mercedes-Benz drivers, integrating mobile app functionality with in-car systems through extensive user experimentation and testing.
- Guided the team in creating three user personas—F1 Driver, Documentarian, and Soccer Player—tailored to Mercedes' luxury demographic, ensuring a user-centered design approach.
- Coded a computer vision gesture detection feature to capture car movements, prioritizing the most important gestures for feasible deployment within the given month of .

**YouTube Creator**, YouTube – Verified Content Creator

8/2017-Present

- Achieved 60 million views and 315K+ subscribers through the production of over 80 videos, including original compositions and global collaborations, leading to features on ClassicFM. Awarded the YouTube Silver Play Button for surpassing 100K subscribers.
- Produced and released over 80 videos, including original compositions and global collaborations sponsored by Donner Music and Spitfire Audio, resulting in features on ClassicFM and recognition within the music community.

**EDUCATION**

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**Stanford University** | Cumulative GPA 3.6 Stanford, CA  
Bachelor of Arts: Economics | Minor: Chinese June 2026  
**Awards:** The Stanford Scholarship for International Students, SportsAid X Aldi Award for Exceptional British Athletes (1 of 20)  
**Relevant Coursework:** Applied Econometrics, Solving Social Problems with Data, Programming Methodology (Python)  
**Certifications:** Financeable Accounting Fundamentals Mastery, Financeable Valuation Fundamentals Mastery

**PROFESSIONAL EXPERIENCE**

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**Boston Consulting Group (BCG)** | *Incoming Summer Associate* | New York, NY June 2025 – August 2025  
● Invited to return to the New York office as a summer associate, based on my great performance

**Boston Consulting Group (BCG)** | *Summer Associate* | New York, NY June 2024 – August 2024  
● Implemented an AI-driven solution to increase revenue (\$xxM) and improve customer experience at a billion-dollar global telco  
● Contributed to vendor due diligence projects and independently developed proposals within BCG's Private Equity division (PiPE)  
● Fostered strong analytic skills, problem-solving skills and proficiency in building models, MS PowerPoint, Excel and Word  
● Created 30+ key client materials to communicate data-driven insights and strategic recommendations

**JP Morgan** | *Advancing Black Pathways* | New York, NY February 2024  
● Participated in a week insight program that covered M&A, Healthcare, Tech and Real Estate groups within the IB division  
● Completed 2 case studies and presented final recommendations to members of the JP Morgan IB division

**Weiss Asset Management** | *Fellow* | Boston, MA January 2024  
● 1 of 8 invited to their Boston office to learn about successful investment strategies from the founder himself, Andrew Weiss  
● Collaborated with 3 other fellows to pitch a developed investment thesis to MDs and associates on a live Weiss investment

**Goldman Sachs** | *Emerging Leaders Series Program Member* | New York, NY June 2023 - January 2024  
● Completed a case study on creating/managing a mature risk-averse wealthy client's portfolio  
● Received technical training to prepare for a career in AWM; practiced assessing and pitching investment opportunities

**LEADERSHIP & PROFESSIONAL DEVELOPMENT**

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**BLK Capital Management** | *Community Member* | New York, NY February 2023 - Present  
● Develop financial modelling/accounting skills; gain a unique competence in finance through exercises (e.g., stock pitches)  
● Present stock pitches to fellow members to emulate the job of an analyst, including building financial models  
● Attend weekly sessions with partner firms across finance (BlackRock, Goldman Sachs, Arsenal Capital Partners, Vanguard etc.)

**Management Leadership for Tomorrow** | *Career Prep Finance Fellow* | Stanford, CA January 2024 - Present  
● Selected as one of 1,000 for an 18-month professional development program for high-achieving diverse talent in finance  
● Complete business case studies and intensive projects to hone analytical, quantitative and communication skills

**Stanford University** | *Financial Officer for the Nigerian Students Association* | Stanford, CA June 2023 - Present  
● Execute events through efficient budgeting of the funds; oversee relevant financial activities within the leadership  
● Increased the funding for the next academic year by 150% which has never been done before in the association's history  
● Connect with alumni and find sources for more funding to continue to improve our programming as an association

**AceYourAdmission** | *Founder and Director* | London, UK September 2022 - Present  
● Provide expert consultation for 10+ students worldwide to assist them in getting into top US and UK universities  
● Coached students to admission into Stanford, Princeton, Columbia, Cambridge, LSE and more within my first year

**Whitgift School** | *Student Voice and Deputy Vice Captain of the school* | London, UK April 2021-Aug 2022  
● Coordinated 10+ events (Charity Concerts, School Council meetings etc.), gave speeches and met with the principal weekly  
● Created and introduced the new School Council system across the school

**SKILLS & OTHER**

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**Achievements:** England Hockey U16 & U18 Team, Recipient of SportsAid & Aldi Award for British Athletes, Professional Actor  
**Affiliations:** Stanford Professionals in Real Estate, Stanford Business Association of Stanford Entrepreneurial Students (BASES)  
**Interests:** Film/TV, Field Hockey, NYT Games, Music, Fitness, Public Speaking  
**Languages:** Mandarin (limited working proficiency)

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# UNDERGRAD INTERNSHIP

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## NICHOLAS C. AGUIRRE

STANFORD, CA | 310.480.4217 | NAGU1RRE@STANFORD.EDU

### EDUCATION

#### STANFORD UNIVERSITY

Bachelors Degree (expected 2026), Economics.

- Relevant Coursework: Micro/Macro Economics, Business 101, Statistics, CS106A.
- Planned Coursework: Financial Markets, Decision Modeling, Market Design.

### EXPERIENCE

**UNITED STATES ARMY U.S. & Bahrain & Kuwait** 2/15 – 2/23

*Non-Commissioned Officer:* Managed diverse military operations and tasks in a leadership capacity.

- Innovated predictive algorithm to optimize MOTCO mission planning.
- Coordinated, monitored, and controlled the movement of personnel, equipment, and cargo within the Middle East in support of Operation Freedom Sentinel.
- Oversaw movement, paperwork, and logistics of over 6 million dollars worth of equipment by utilizing organizational systems such as Excel.
- Command of a military patrol vessel and personnel. Tasked with guarding high-value assets in restricted military zones, while overseeing the entire fleet's maintenance logistics.

**OCEAN PACIFIC WATER SYSTEMS Sacramento, CA** 8/19 – 4/21

*Salesman:* Sold full home water filtration systems to homeowners

- Restructured sales script, effectively increasing profits. Sold over \$20,000 worth of products.

**SOLE PROPRIETOR Remote** 4/16 – Present

*Owner:* Successfully launched and managed my own business buying and selling ground support equipment for the aviation industry.

- Implemented effective financial strategies to increase profits and minimize costs.
- Developed strong industry connections and networked with other businesses to expand customer base.

### SKILLS/INTERESTS

*IT Tools:* Excel (basic), Python (basic).

*Communication:* Highly effective in sales, collaboration, networking, and negotiation.

*Adaptability:* Success across a wide range of fields and challenges.

*Languages:* English (native), Spanish (elementary).

*Interests:* Chess, boxing, traveling.

### EDUCATION

**Stanford University**, Palo Alto, California Anticipated Graduation: June 2027  
Intended Major: Data Science Intended Minor: Communications  
GPA: 3.94

**Berkeley Carroll School**, Brooklyn, New York June 2023  
GPA: 3.8

**Prep for Prep**, New York, NY June 2016 - Present  
A highly selective leadership development program that incorporates a rigorous 14-month academic component to prepare students for placement in leading independent schools and continues to work closely with the students through high school graduation and beyond

### RELEVANT EXPERIENCE

**Everytown for Gun Safety Support Fund**, New York, New York July 2024 - September 2024  
*National Partnerships and Constituency Engagement Intern*

- Led a Salesforce modernization initiative to manually update over 1,500 accounts within 5 weeks, updating nearly 110,000 data points fields, enhancing CRM capabilities and team knowledge for partnership engagement across all 50 states.
- Drafted and distributed communications to nearly 1,000 external partners, driving participation in the SMART Week campaign to raise awareness of the importance of secure gun storage.
- Collaborated with cross-functional teams to advocate for the SMART Week campaign, ensuring colleagues met key deliverables and goals during a two-week period in the supervisor's absence.
- Created a Salesforce user guide for current and future staff to improve data accuracy.

**Stanford Visitor Center**, Stanford, California January 2024 - Present  
*Tour Guide*

- Provide engaging and informative 90 minute tours of Stanford's facilities to thousands of prospective students and families each year.
- Manage Stanford Visitor Center, including handling administrative office tasks and maintaining a welcoming environment.
- Participate in online and virtual programs to reach a broader audience and support digital engagement initiatives.

### LEADERSHIP EXPERIENCE

**Stanford University**, Palo Alto, California January 2024- Present  
*Peer Facilitator*

- Apply various facilitation techniques to lead conversation about diversity, equity, and inclusion (DEI), adapting styles to effectively engage participants.
- Participate in the selection process of 2025 Peer Facilitation Program cohort, contributing to the recruitment of new facilitators.
- Collaborate with a team of Peer Facilitators to create curriculum and lead weekly meetings, guiding students in critically analyzing socio-cultural differences, deepening their understanding of DEI, and applying practical frameworks for building alliances, solidarity, and effective allyship.

**The Berkeley Carroll School**, Brooklyn, New York June 2024- July 2024  
*Assistant Head Counselor*

- Assisted Head Counselor with planning and implementation of camp, while supervising a group of 20 campers ages 6-8 daily.
- Collaborated with Head Counselor and CITs to smoothly transition campers in between activities to ensure prompt arrival and safety.
- Achieved certifications in CPR and First Aid to provide safety for all campers.
- Guided campers in MIT Scratch coding projects during 2 hour 55 minute class interval.
- Managed and supervised the group in Head Counselor's absence.

### EXTRACURRICULAR ACTIVITIES

**Church of Pentecost**, Brooklyn, New York

- Brooklyn PIWC, *Social Media Team Member*

### SKILLS

**Computer:** Salesforce (Expert), Canva (Proficient), Python (Beginner)  
**Language:** French (Conversational)

# Felipe Barbosa

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## EDUCATION

### Stanford University

Stanford, CA

*Bachelor of Science, Major in Computer Science, Minor in Biochemistry & Biophysics*

*Expected Jun 2028*

- **Clubs:** Stanford Grappling and Brazilian Jiu-Jitsu Club, Stanford BIOME, Brazilian Student Association, and Jewish Student Association

### Graded School: The American School of São Paulo

São Paulo, Brazil

*International Baccalaureate Diploma*

*Jan 2020 - Jun 2024*

- **Academics:** IB 43/45 | ACT 35/36

## EXPERIENCES

### Onçafari

São Paulo, Brazil

*Head of Artificial Intelligence Application*

*Jun 2022 - Sep 2024*

- Created an AI-based wildlife recognition software to identify animals in over 500 hours of video a month, reducing the manual workload for Onçafari, the largest animal conservation NGO in Latin America, and enabling more efficient monitoring of biodiversity in the Brazilian Pantanal for conservation purposes.
- Processed and developed the largest dataset of Brazilian fauna in the world to train the model (1,000,000+ frames), which cut the time spent manually classifying videos from 6,000 hours per year to 0.
- Secured Google Cloud sponsorship for the project through up to \$10,000 worth of Google Cloud Credits per year and 3 Google Cloud engineers.

### Summer Science Program

Bloomington, Indiana

*Summer Biochemistry Researcher*

*Jun 2023 - Aug 2023*

- Selected out of 2,600 students (7% acceptance rate) to co-author a 36-page biochemistry paper on developing a phosphatase enzyme inhibitor alongside Indiana University biochemistry professors.
- Characterized protein with assays and used molecular docking to identify compounds with strong inhibitory potential, contributing to targeted cancer therapies and antifungal treatments (awarded second best inhibitor design).

### Unesp

Botucatu, Brazil

*Veterinary Pathology – Research Intern*

*Jan 2022 - Aug 2022*

- Collected and cultured tumor cells from canine and human urothelial cancer lines, supporting research on alternative, less toxic cancer treatment and contributing to the understanding of how plant-based compounds can be used in cancer therapies.
- Performed statistical tests, created graphs, and analyzed IC-50 assay data, contributing insights on the efficacy of plant-based compounds like curcumin. These findings helped evaluate the potential of natural compounds in reducing cancer cell viability.
- Co-authored *The Antitumor Effect of Curcumin, D6 Turmeric, and Hydrochloride Mitoxantrone*, collaborating with primary investigator Thayna Silva on findings relevant to future bladder cancer treatments.

## EXTRACURRICULAR ACTIVITIES AND PROJECTS

**Leader & Founder, Biology Club:** provided a space for more than 100 international students to explore Biology in Brazil through founding the interschool São Paulo STEM Fair by holding weekly meetings and quarterly science fairs and field trips.

**Leader, Ismart - Trilha Tech:** provided robotics lessons for more than 75 underprivileged students in Brazil and partnered with the biggest STEM non-governmental organization in Brazil, Ismart, to provide free lessons.

**COVID-19 Strain Analysis:** Programmed a logistic regression model that can predict where a Covid-19 strain originates from based on its DNA sequence (91% accuracy) and model that predicts whether a breast cancer tumor is malignant or not based on its mean radius.

**Monte Carlo Simulator:** Developed a Monte Carlo simulator in Python to compute theoretical outcomes based on market parameters such as volatility, interest rates, and expiration dates, providing more accurate estimations for risk and derivative valuations.

## SKILLS AND INTERESTS

**Languages:** Portuguese (native), English (native), Python, Javascript, HTML, CSS, PHP, and SQL

**Interests:** Hiking, sewing, DJing, playing soccer, building coding projects, and reading founders' biographies

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**EDUCATION**


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**STANFORD UNIVERSITY (Full-ride Scholarship)** **Palo Alto, CA**  
**B.S Candidate for Symbolic Systems** (Human-centered AI concentration) & **Product Design** **Expected Graduation:** June 2027  
**Research & Interests:**

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**WORK EXPERIENCES**


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**STANFORD'S VIRTUAL HUMAN INTERACTION LAB , HUMAN-CENTERED AI INSTITUTE & SCHOOL OF MEDICINE** **Palo Alto, CA**  
**App and Curricula Development Intern** - Visualizing the Impact of Ultraviolet Damage on Skin with AI Project **July 2024-September 2024**  

- Coded a Sun Safety App with Unity and C#, using zSpace technology to convert skin damage clinical images into histopathology visuals.
- Created 3D assets in Blender, Maya, and 3DS Max, incorporating AI-generated audio for enhanced user experience.
- Applied UI/UX skills to design educational quizzes and mini-games, helping children at Stanford Children's Hospital learn sun safety to prevent skin cancer.

**STANFORD'S DEPARTMENT OF BIOMEDICAL DATA SCIENCE** **Palo Alto, CA**  
**Student Program Assistant** **July 2024-September 2024**  

- Conducted quantitative analysis of DBDS programs at 5 top unis, summarizing \$350M+ in funding from gov, private, & university sources as well as establishing connections btw/ 10+ key faculty to obtain research grants. Presented to dept's chair & executive director.
- Helped marketing dept by actively updating website, socials, & supporting 10+ weekly seminars, boosting dept. engagement by 30%+
- Answered 100+ student inquiries via email weekly & built a database of 200 scholarships w/ \$500K in funding for current Phd/MS students.

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**PROJECT MANAGEMENT & LEADERSHIP ACTIVITIES**


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**IEEE ENGINEERING IN MEDICINE & BIOLOGY SOCIETY AT UNMSM**  
**Biomentoring Program Competition Winning Team Leader - 1st from 18 Teams composed of 90 students nationwide.**  

- Granted Honor for STEM-centered social impact as a Selected Speaker @International Biomedical Engineering Congress- Biocon 2022
- Designed an educational access project for rural youth from Bolivia & Peru to offer bioengineering workshops in 3 indigenous languages.

**THE QUECHUA ALLIANCE** **Online , Cambridge, MA**  
**Intern for Harvard Professor Americo Mendoza Mori** **June 2022 – March 2023**  

- Co-authored & published a scholastic article on media activism & indigenous languages in Harvard's Review of LATAM @DRCLAS.
- Led "The Quechua Activism in Social Media Awards" 2022 Contest reaching 70K+ people via 7 articles in 200 WhatsApp/Facebook Groups
- Developed a website composed of a database of 1K+ orgs.. across 8 countries, facilitating access to Quechua dialect learning.

**KAMAQ YACHACHIQUNA: SCIENCE IN QUECHUA** **Andean Region**  
**Event Operations Manager** **July 2021-2023**  

- Led *Science Clubs in Quechua 2022* by organizing 40 STEM/Med workshops in 15 Quechua dialects for 252 students from 20+ rural areas.
- Recruited 38+ Ph. D. speakers & selected 25 volunteers in 5 departments from 13 countries to design, program & increase impact by ~%30
- Created a 200+ term database to design the Quechua P. Table of Elements, presented @ "Perú con Ciencia" Intl. Science Fair w/ 250 orgs.

**LANGUAGE LEARNING INITIATIVES** **Various Locations**  
**Head Organizer & Tutor** **2017-2023**  

- Taught 8 languages to 460+ FGLI youth & children from 13 countries in 10 orgs. online & 4 remote communities in rural Peru by designing detailed presentations in Canva, evaluation rubrics via ChatGPT, & Kahoot competitions to foster dynamic game-based learning.
- Granted scholarships worth \$10K+ to take 80+ competitive rigorous courses & learn 27+ languages from 40 Institutes & Embassies.
- [Youngest Hyperpolyglot in Peru](#) mastering 13 languages @HYPIA -Research, Membership, & Endangered Language Expert Top 1%

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**PROFESSIONAL DEVELOPMENT ACTIVITIES**


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**GOOGLE** **Various Locations**  
**Human-Centered AI Student & Fellow** **2022 - Present**  

- Selected from 600 apps for Google's [CS Research Program](#) to design AI-based devices supporting Quechua children with speech disorders in 30 rural areas, & awarded a \$1K [AISES AIRE scholarship](#) to conduct research on AI-driven language revitalization with ChatGPT
- Awarded 100% scholarships to attend the [Product Inclusion & Equity Summit](#) (1 of 10 out of 1.5K+ apps) , [AISES Natives in STEM Conference](#) (1 of 3.5K+ apps), & personally invited to [Google I/O 2024](#) (1 of 100 out of 16K spots) & Google's 2025 SWE Interest Night, for a fully covered campus visit through the [Stanford Product Pathway to meet Google leaders](#) (1 of 15 out of 120 apps)
- Gained foundational entrepreneurial skills connecting w/ 1K+ Googlers, CEOs, founders & alumni, to launch my first startup by being selected among 50K+ apps for Google's Startup School, Cloud Innovators Program, Developers at Stanford & Cloud Innovators Program.

**SCIENCE CLUBS INTERNATIONAL** **Various Locations**  
**Only Peruvian student chosen from 3.5K+ apps. for 7+ Summer Programs in 6 countries sponsored by Harvard Innovation Lab**  

- Awarded 1st place twice for Team research projects in Bioengineering (Brazil), & Oceanography (Peru) from 15 Teams of 9 students.
- Accepted to 8 STEM clubs & attended 30 sessions on AI, Biology, C. Graphics led by 20 Stanford & Harvard Professors & Ph.D. Students.
- Integrated Admissions & Translations Teams to evaluate 20 apps, interpret Spanish/English & support summer programs' entire execution.

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**AWARDS & HONORS**


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- Harvard ASPIRE Leaders Institute Scholar. Chosen among 800 from 52K+ apps, 160 countries to win community action awards up to \$10K
- Sole Student Accepted from Peru to Yale University w/ full ride (~\$390K for 4 years) in 2023, among 2,275 accepted/ 52,248 apps globally.
- Norwegian Gov.'s IMDi NOK10,000 Fullride by the Integration & Diversity Directorate for Professional Norwegian Language Courses

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**SKILLS & INTERESTS**


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**Hobbies & Additional Skills:** Peruvian Folklore Dancing, Cooking, Singing, Swimming, learning languages with Duolingo!

## PARIDHI BHATIA

pbhatia@stanford.edu | +1 (650)-505-6560 | www.linkedin.com/in/paridhi-bhatia-a6b14520b/

### EDUCATION

#### **Stanford University, Palo Alto, CA**

*September 2023 – June 2027 (Expected)*

- B.Sc. (Honors) Candidate in Economics with a minor in Data Science and Archeology
- GPA: 3.870/4.0
- Coursework: Math 51, CS 106A, Econ 102A, Econ 50, Econ 160, Econ 143, Econ 156, Econ 131

#### **GEMS Modern Academy, Dubai, U.A.E**

*April 2009 – June 2023 (Expected)*

- International Baccalaureate Diploma Program (IBDP)
- Higher Level: Economics, Mathematics, Geography | Total Points: 41/45 | AP Econ: 5, APES: 5
- **Awards:** The Sheikha Fatima Bint Mubarak Award For Excellence, International Green Olympiad Distinction, Youth Economics Olympiad (Team Rank: 10/800), Cathedral Math Competition Finalist

### PROFESSIONAL EXPERIENCE

#### **Student Researcher at Stanford Institute For Economic Policy**

*October 2024 – Present*

- Data meta-analysis for mental health responders for all 50 states under Prof. Thomas Dee

#### **Student Analyst at Stanford Sustainable Investment Group**

*June 2024 - Present*

- Sustainable portfolio valuations and sourcing 30+ founders in climate tech for Reaction Capital

#### **Research Assistant at Bill Lane Center for the American West**

*July 2024 – August 2024*

- Data meta-analysis and policy formulation for carbon removal technologies through GIS modelling

#### **Fellow at Stanford's Center on China's Economy and Institutions**

*June 2024 – July 2024*

- Intensive on-site study of China's economy through site visits to Ant Finance and Xiaomi

#### **Intern at Julius Bär**

*July 2022 – August 2022*

- Generated \$150,000 in profits using technical analysis on sustainable shipping companies

### CAMPUS INVOLVEMENT AND OUTREACH

#### **Senior Writer at The Stanford Economic Review**

*September 2023 - Present*

- Published 3 articles on sustainable economic development in the global economy

#### **Fellow at ASES Breakthrough**

*April 2024 - June 2024*

- 2% acceptance rate, created an educational start-up pitch under Caoimhe MacRunnels's mentorship

#### **Staff Writer and Beat Reporter at The Stanford Daily**

*September 2023 - Present*

- Published 15 breaking news articles about Stanford with 5 front page print editions features

#### **Lead Instructure at Sprout Up**

*April 2023 – Present*

- Taught 40+ students on foundational environmental issues at Addison Elementary School

#### **Team Member at Stanford Women in Finance**

*September 2024 - Present*

- Creating equality in financial literacy among women

### SKILLS

- Languages: English (native), Hindi (native), French (professional fluency), Arabic (limited fluency)
- Computer Programming: Python, R, GIS modelling
- Microsoft Office: Excel, Word, PowerPoint

### HOBBIES

- Poetry, Journalism, Tennis, Violin, Rock collecting and curation

# Miles Bley

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(302) 252-6216

[linkedin.com/in/milesbley](https://www.linkedin.com/in/milesbley)

## EDUCATION

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**Stanford University** 2023 - 2027  
 Major: B.S. Management Science & Engineering | Minor: Mathematics GPA: 4.0/4.0  
 Coursework: Economic Analysis, Graph Theory & Combinatorial Optimization, Programming Abstractions  
 Affiliations: Society of Black Engineers and Scientists, Ron Brown Scholars, Ernest Houston Johnson Scholars

**Concord High School** 2019 - 2023  
 Valedictorian | Class rank 1 GPA: 4.0/4.0  
 Coursework: Multivariable Calculus, Engineering Practicum, Computer Science, Statistics SAT: 1540

## EXPERIENCE

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**QOE Capital** — *Investment Research Analyst Intern* 2024

- Conducted a comprehensive quarter-long financial analysis using DCF, comparable company analysis, and sensitivity analysis to build a detailed valuation.
- Researched sector-specific trends and macroeconomic indicators to identify potential long-run investment impacts.
- Synthesized financial data into an investment report detailing the company's position, outlook, and risks.
- Collaborated closely with my supervisor to refine financial models and assumptions, ensuring precise valuation outputs and informed investment decisions.

**AmplifyMe Finance Accelerator** — *Mock Asset Manager* 2024

- Managed \$20 M portfolio trading US equities, bonds, and commodities over simulated 6-month period. Traded directly on exchange as well as through investment bank partners.
- Generated \$2.9M profit (31.1 % annual profit) with ROI in 93<sup>rd</sup> percentile of Stanford student-participants.

**Charles R. Blyth Fund** — *Analyst* 2023 – 2024

- Used DCF and comparative analysis models to determine equity value and presented findings to portfolio managers in a written report.

**Most Athletic** — *Founder* 2020 - 2022

- Created and ran a successful online eCommerce store retailing home fitness equipment across the country.
- Managed all aspects of the business including sourcing product, accounting, customer relations, and operations.

## SKILLS

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**Knowledge:** Financial/Economic Analysis, DCF Modeling, Combinatorics, Equity Research, Data Visualization

**Certifications:** Microsoft Azure Fundamentals, OnShape Computer-Aided Design Fundamentals

**Skills:** Python (Pandas, NumPy, Scikitlearn), TensorFlow, C++, SQL (PostgreSQL), Java, Microsoft 365 Suite

## RESEARCH PROJECTS

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**Deep Learning & Computer Vision for Fall Detection in Hospitals** February 2024

- Led development from start to finish on a convolutional neural network that processed camera video and determined the likelihood that it captured someone experiencing a fall.
- Model was over 70% accurate at distinguishing between highly similar events (ex. person lying down vs falling).
- Utilized data augmentation to augment training data while enhancing model to prevent overfitting.

**Predictive Stock Market Algorithm** August 2023

- Created a machine learning model using Keras that uses time-series data to predict future movement in equities.

**JULIA BLYASHOV**7190 Sitio Caballero Carlsbad, CA 92009 || (858) 775 - 2370 || [julia2005sd@gmail.com](mailto:julia2005sd@gmail.com)**EDUCATION**

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**Stanford University**, Stanford CA

Graduating 2027

- GPA: 3.8 / 4.0
- Applicable Courses: Economics, Intro to Finance, Earth Systems, Public Speaking, Psychology, Communications, Entrepreneurship, Python, HTML
- Varsity Volleyball Team

**Cathedral Catholic High School**, Del Mar, CA

- GPA: 4.0 / 4.0

**EXPERIENCE**

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**HP Corporate Venture Capital & Business Analytics Externship**

February 2024 – April 2024

- Conducted trend analysis for AI productivity tools
- Managed deal sourcing for HP
- Gained exposure in the VC and business world

**MVPCAST Sales and Marketing**, San Diego, CA

June 2021 – June 2022

- Generated sales lead by identifying and engaging with potential clients to drive business growth of MVPCAST youth sports media technology start-up.
- Instructional video narrator: Contributed as the primary creator of user's manuals videos and training materials for MVPCAST web portal and IOS app

**Rasay Coaching Performance**, Stanford, CA

August 2023 – Present

- Company Ambassador where I am having impactful meetings to guide and support younger athletes, providing a safe space to navigate the challenges of life

**Ultra Ankle**, Stanford, CA

August 2023 – Present

- Raised product visibility through social media posts
- Drove sales

**LEADERSHIP AND ACTIVITIES**

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**Varsity Volleyball Player**, Stanford University 2023 – Present

- 2023 PAC12 Champions
- Balance a rigorous course load with a 20+ hours/week commitment to practicing, traveling, and competing

**Varsity Volleyball Player**, San Diego, CA 2019 - 2023

- 2023 Gatorade Player of the Year California
- 2023 Just Women's Player of the Year

**Fundraising**

- Created a fundraiser to help Ukrainians amidst the war, collecting 7K to be donated to help with food supply, shelter, and clothing

**Activities**

- Member of Stanford Women in Finance
- Member of Kappa Alpha Theta (2024 – Present)

**SKILLS AND INTERESTS**

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- **Technical:** proficient at Microsoft Word, Power Point, Excel, Video Editing, Python, HTML
- **Language:** conversational in American Sign Language and Ukrainian

# ETHAN BOYERS

707-849-3116 | eboyers@stanford.edu | Stanford, CA

## EDUCATION

**Stanford University** Stanford, CA  
*B.S. Computer Science, Music Minor* June 2027  
**Relevant Coursework:** Data Structures & Algorithms, Mathematical Foundations of Computing, Probability for Computer Scientists, Linear Algebra & Multivariable Calculus, Principles of Data Science, Principles of Economics  
**GPA:** 3.87

## EXPERIENCE

**Innovacer** San Francisco, CA  
*Software Engineering Intern* June - August 2024

- Engineered LLMs for clinical tasks; simulated real-time MEAT criteria analysis and pre-visit patient summaries
- Evaluated model performances for transcription service proof of concept; optimized large database processing
- Participated in code reviews, application software testing, and brainstorming meetings

**M&R Environmental Solutions** Pleasanton, CA  
*Data Science Intern* June - August 2024

- Leveraged Black Swift Technologies drone SDK to process, serialize, and simulate real-time drone dataflow
- Prepared data for API and transmission use; created a PINN in Julia for Gaussian plume dispersion modeling
- Presented work during full company meetings; participated in code reviews with lead data scientist

**Curious Cardinals** Stanford, CA  
*Academic Mentor and Tutor* March 2024 - Present

- Provides academic support and mentorship in the subjects of mathematics and music to students in grades 5 - 12
- Inspires kids with a passion for learning and helps them build confidence to achieve their academic goals

## SKILLS

**Technical:** Python (pandas, numpy, scikit-learn, matplotlib), C++, Julia, Data Analysis, LaTeX  
**Personal:** Organization, time management, personability, leadership, communication, collaboration  
**Languages:** Spanish (limited working proficiency)

## ACTIVITIES & LEADERSHIP

**Stanford University** Stanford, CA  
*Alumni Chair, Sigma Nu* August 2024 - Present

- Establishes Alumni Advisory Board, organizes alumni events, develops infrastructure for alumni donations
- Manages alumni database, publishes three alumni newsletters per quarter, facilitates alumni discussions

*Member, Stanford ACM* August 2024 - Present

- Engages in machine learning, web developer, and quantitative trading workshops to further computing knowledge
- Participates in exclusive industry programs, tech talks, and networking events hosted by leading firms

**Sonoma Academy** Santa Rosa, CA  
*Student Admissions Ambassador* August 2020 - June 2023

- Represented school during campus presentations, open houses, and prospective student interviews
- Led information sessions and campus tours with parents to showcase vibrant and diverse school community

## AWARDS AND HONORS

Prizewinner, 2022 Guitar Foundation of America International Youth Competition, Senior Division  
 Prizewinner, 2021 and 2022 James Stroud Classical Guitar National Competition  
 Recording Artist, Guitar Salon International (GSI) Foundation

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## EDUCATION

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### STANFORD UNIVERSITY

**Pursuing a Double Major in Economics and Classics w/ a Minor in Computer Science**

Palo Alto, CA

Jun 2028

- *Bachelor of Arts in Economics* (undecided specialization)
- *Bachelor of Arts in Classics* (w/ specialization in Ancient Greek & Latin Language)

#### Activities

- **Stanford Real Estate Club**
- **Stanford Political Union**
- **Stanford Men's Rugby Team**

### ETON COLLEGE (HIGH SCHOOL)

Eton, UK

#### Honors

Jun 2023

- **Sixth Form Select** (Senior Academic Honour Society) – One of 22 boys selected from 275 Seniors based on overall academic record
- **Eton Society ('Pop')** (Senior Prefect Society) – One of 22 boys selected in the Seniors Class. Pop are the students who have been most involved in leading school-wide co-curricular activities

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## EXPERIENCE

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### Rightmove | UK's Largest Online Real Estate Marketplace

London, UK

*Market Research Intern* – Primary report to Johan Svanstrom, CEO

Jul-Aug 2024

- Performed Gap Analysis on the UK's leading property owners, developers, operators, and funds to assess need/potential to benefit from Rightmove's services; pitched services to clients to generate new business
- Conducted in-depth market research on emerging real estate trends, identified new potential clients and opportunities for business expansion
- Delivered comprehensive reports to senior executives on client outreach strategies, helped refine the company's market positioning and helped tailor business development efforts

### Vogel Group | Top Ranked Nonpartisan Business Lobbying Firm

Washington, D.C.

*Public Policy Intern* – Primary report to Ali Khimji, Principal

April-June 2024

- Coordinated meetings between senior firm members and Congressional staff, ensured smooth communication on critical issues for a range of high-profile clients
- Drafted detailed policy memoranda, attended Congressional hearings, provided timely and actionable insights into legislative developments that directly impacted client business interests
- Supported senior lobbyists in client relations, drafted research briefs and prepared strategic documents, contributed to policy discussions involving trade, healthcare, and financial regulation

### IPSEX (International Property Securities Exchange) | UK-Based Real Estate Stock Exchange

London, UK

*Intern* – Primary report to Roger Clarke, CEO

Oct-Nov 2023

- Worked directly with the CEO during a critical period of insolvency, gained valuable insight into real estate finance, corporate restructuring, and financial market dynamics
- Developed a thorough understanding of discounted cash flow (DCF) models, company valuation techniques, and capital structure through one-on-one tutorials with senior leadership
- Analyzed key financial indicators to assess the company's position in the UK real estate market, improved strategic decision-making amidst challenging conditions

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## LEADERSHIP

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### Stanford Political Union | Stanford's Chief Non-Partisan Political Organization

Oct 2024-Pres

*Executive Committee Member*

- Selected to the Events Committee aimed at including diverse political viewpoints into civil discussions

### Stanford Men's Rugby | Starting Scrum-half (#9) for the Varsity team

Oct 2024-Pres

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## SERVICE / VOLUNTEERING

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### United Students for Veterans' Health | Palo Alto VA Medical Center-Menlo Park

Menlo Park, CA

*Volunteer* – Three quarter commitment throughout Freshman year

Oct 2024-Pres

- Weekly 2-hour volunteering at VA hospital to provide care to elderly and disabled veterans

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## ADDITIONAL

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**Languages** Latin, Classical Greek (all fluent); Spanish (Proficient)

**Interests** Rugby, Texas Hold 'Em, Golf, College Football (OU Sooners), Tennis

## EDUCATION

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### Stanford University

*Bachelor of Science in Economics*

Relevant Coursework: Calculus, Urban Economics, Programming Methodologies

Stanford, CA

*Graduation Date – June 2028*

### ABA Oman International School

*International Baccalaureate*

**Honors:** National Scholarship (top 0.5% of Students in the country), National Economics Olympiad Champion, Co-captain of Oman International Economic Olympiad Team in Greece, Future leader of the Year Award (awarded for demonstrating ownership, initiative, and impact), John Locke essay competition (Economics distinction).

Muscat, Oman

*May 2024*

## FINANCE EXPERIENCE

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### Ominvest

*Private Equity Summer Analyst*

- Built and maintained detailed financial models including DCF models to assess potential investments, projecting cash flows, returns, and sensitivity analyses.
- Conducted in-depth industry research and market analysis to identify potential investment opportunities in the education sector. Presented findings to senior management summarizing key insights, financial statements, valuation results, and operational metrics.
- Collaborated with the analysts to support post-acquisition value drivers including operational improvements, growth strategies through technology driven initiatives, and curriculum enhancement strategies.

Muscat, Oman

*July 2024 - August 2024*

### Oman Investment Authority, Sovereign Wealth Fund

*Public Equities Summer Analyst*

- Assisted in a “bottom up” analysis for Microsoft with a focus on financial ratio analysis and Porter’s Five Forces analysis.
- Attended the Investment Committee meeting in which a value stock fund was deliberated.
- Participated in formulating an opinion on the Chinese regulatory environment and potential risks to the equity market.
- Participated in a meeting in which a significant strategic stake in TenCent was discussed.

Muscat, Oman

*June 2022 - July 2022*

## LEADERSHIP EXPERIENCE

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### Economics and Finance Society Oman

*Founder*

- Established a financial literacy programme for disadvantaged children.
- Taught budgeting, saving and investing, and risk management.
- Awarded most impactful Youth Omani Initiative by the government ministry.

Muscat, Oman

*2022 - Present*

### UNICEF

*Sports Ambassador*

- Selected as one of ten students nationwide to attend roundtable discussion concerning youth.
- Produced and presented an Economics research paper to the Minister of Sports on the inclusion of Golf in the tourism strategy for Oman’s Economics “Vision 2040.”
- Advocated for supporting water subsidies for golf clubs (now approved for all golf clubs in Oman).

Muscat, Oman

*2022 - Present*

### Oman National Golf Team

*Captain of Youth Team*

- Won 3 gold and 2 silver individual Gulf Championships Medals.
- Youngest member of Men’s National Golf Team at 15.
- Competed on the Asian Tour International Series as an Amateur (800 million viewers).

Muscat, Oman

*2015- Present*

## SKILLS & INTERESTS

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**Languages:** Fluent in English and Arabic

**Other interests:** Volunteer at the Association of Early Intervention for Children with Disability (created annual fundraiser raising \$15k for disabled children), Founder of Money Talks Series, Founder of “Golf for All Academy,” Student Council President, Wharton Investment Competition (captain), Princess Diana Award Nominee. Research paper on “To what extent has SVB’s HR strategy led to its collapse” and a “Statistical Investigation into the golf performance indicators that improve handicap level.”

# KYRA CHAN

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## EDUCATION

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**Stanford University** – Stanford, CA

**GPA: 3.5/4.0**

B.A. in Management Science and Engineering | Minor in Data Science

Graduation Year: 2026

- Relevant Courses: Economic Analysis, Linear Algebra and Multivariable Calculus, Optimization, Networks, Accounting, Solving Social Problems with Data, Programming Abstractions, Probability

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## PROFESSIONAL EXPERIENCE

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**Stanford University Varsity Softball** – *Division I Student-Athlete* | Stanford, CA

**9/2022 – Present**

Accomplishments: All Pac-12 (2024), Pac-12 Academic Honor Roll (2024), World Series 3rd Place (2023, 2024)

- Succeeds in high pressure situations against the highest level national competition, contributing to the successes of the team
- Enhances team dynamics by coordinating schedules, maintaining high morale, and fostering collaboration among teammates
- Strengthens recruitment efforts by persuading prospective student-athletes during panels and hosting events to secure commitments

**Reincarnate** – *Research Assistant* | San Mateo, CA

**7/2024 – 9/2024**

- Conducted targeted market research to identify and connect with angel investors for the company's pre-seed funding round
- Worked with the team to refine investor outreach strategies, leveraging tools like PitchBook to find potential leads
- Advanced the company's fundraising objectives by helping expand its investor network and improving engagement efforts

**Fanatics** – *Comic-Con Associate* | San Diego, CA

**8/2024**

- Managed inventory, organized merchandise displays, and processed sales transactions in a high-energy, fast-paced environment
- Collaborated with a team to ensure operational efficiency and maintain excellent customer service during a high-traffic event
- Ensured financial accuracy and optimized merchandise operations, enhancing the overall customer experience and event success.

**Chan Media** – *Media Production Assistant* | San Diego, CA

**6/2018 – 8/2022**

- Assisted in production and editing of multimedia content for Chan Media and Softball Nation, ensuring timely and polished outputs
- Supported projects aimed at engaging audiences through creative storytelling and high-quality visuals
- Amplified audience engagement and reach by delivering impactful media content aligned with brand goals

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## LEADERSHIP & COMMUNITY DEVELOPMENT

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**Miracle League** – *Volunteer Coach* | Redwood City, CA

**10/2022 – Present**

- Led engaging group activities tailored to children with special needs, fostering teamwork and inclusion
- Collaborated with fellow volunteers in a supportive environment to ensure a positive and enriching experience for participants
- Empowered children to build confidence, develop social skills, and enjoy active participation in sports activities

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## ADDITIONAL SKILLS

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- Skills and Language(s): Ability to Work Under Pressure, Fast Learner and Adaptable, Teamwork and Collaboration, Effective Communication, Microsoft Office, (Excel, Word, PowerPoint)
- Programs: Python, R, C++
- Interests: Finance, Investment, Sports, Entrepreneurship, Technology

## Carey Chang

Sunnyvale, CA • carey.chang@stanford.edu • (669)-293-4299

### Education

**Stanford University** - Computer Science and Economics Major

Stanford, CA

GPA: 4.0

June 2028

Relevant Coursework: Principles of Data Science, Programming Abstractions in C++, Introduction to Optimization: Data Science, Linear Algebra and Differential Calculus of Several Variables, Integral Calculus of Several Variables, Opportunities in PropTech and ConTech Seminar,

**The Harker School**

San Jose, CA

GPA: 4.5, ACT: 35/36

May 2024

Relevant Coursework: AP Calculus BC (5), AP CS A (5), AP Microeconomics (5), AP Macroeconomics (5), AP Statistics (5)

Awards: North American Computational Linguistics Olympiad Invitational Round Top 50 (~3%), National Merit Scholar Finalist, Love of Learning Award

Certificates: Data Analysis with R Programming, Financial Markets, Introduction to Linguistics

### Experience

**Addin Ventures**

Bay Area, California & Taipei, Taiwan (Remote)

Summer Analyst Intern

- Conducted due diligence for B2B SaaS companies as potential investment ideas through calls with founders and online research. Consulted for DealightAI and MetAI.
- Conducted strategy research in bringing Asia tech startups to the U.S. market.
- Presented AI-focused investment opportunities and market research to managing partners

**National Taiwan University LOPE Lab**

Taipei, Taiwan (Remote)

Student Researcher

- Researched linguistic synesthesia, the language usage of one sensory modality to describe perceptions in another sense, in online Mandarin blog posts
- Wrote Python code to scrape corpus data for instances of linguistic synesthesia

### Publications & Projects

**“Christian Miracle in South Korea: The Rise and Impact of Yoido Full Gospel Church”**

*The Concord Review*

Summer 2023

- Researched church founder Cho Yonggi and Yoido Full Gospel Church in 10,000-word paper
- Explored the rise of mega-churches and their dominance in South Korea
- Published in a journal with a 5% acceptance rate

**Housing Price Prediction Model**

Kaggle

Fall 2024

- Created a machine-learning model to predict housing prices in Ames, Iowa, based on 79 variables
- Utilized pandas, tensorflow decision trees, and matplotlib to analyze and visualize data

### Skills & Interests

Technical: Java, Python, C++, R, LaTeX, Jupyter Notebook, ELAN, Praat

Languages: Mandarin (fluent), Korean (intermediate)

Interests/Clubs: Club Golf, Linguistics, Poker, Stanford Scholars of Finance, Stanford Association for Computing Machinery, Sadō Tea Club, Consult Your Community, Stanford Real Estate Club

**EDUCATION**

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**STANFORD UNIVERSITY**

G.P.A 3.894/4.000

**Palo Alto, CA***Sep 2023 – Jun 2027*

- Pursuing a major in Symbolic Systems (NLP track), BS. and minor in Economics.
- Relevant Courses: Data Structures, Probability for CS, Mathematical Foundations for CS, Intermediate Microeconomics.

**EXPERIENCE**

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**TAIWAN GLOBAL ANGELS***Venture Capital Fellow***New York, NY***Aug 2024 – Sep 2024*

- Completed an intensive VC program, developing skills in deal sourcing, industry analysis, and due diligence processes.
- Analyzed case studies like Rosetta Stone's IPO and term sheet negotiations for high-growth startups.
- Collaborated with industry experts to learn about the venture capital lifecycle, from funding stages to successful exits.

**GRAPHEN, INC.***Software Engineer Intern***New York, NY***Jul 2024 – Aug 2024*

- Created conversational AI avatars using custom algorithms (Python) and 3D animation (Unreal Engine).
- Developed a Facial Emotion Recognition system using OpenCV and integrated it into the avatar's actions and response.
- Implemented large language models (LLMs) to enhance the conversational capabilities and naturalness of the avatars.

**STANFORD INSTITUTE FOR HUMAN-CENTERED AI (HAI)***Research Fellow***Palo Alto, CA***Jan 2024 – Jun 2024*

- Executed React front-end development, creating a user-friendly platform to deliver well-being intervention chatbots.
- Improved chatbot functionality through iterative prompting and user feedback.

**CUNY GRADUATE CENTER FOR COMPUTATIONAL LINGUISTICS***Researcher***Manhattan, NY***May 2021 – Feb 2023*

- Worked with Prof. Kyle Gorman to develop a finite-state model to automate scansion in Latin poetry using Python.
- Presented research at the 2023 Linguistics Society of America Annual Meeting.

**ALFA MEDICAL***Marketing Intern***Great Neck, NY***May 2023 – Sep 2023*

- Spearheaded digital marketing initiatives, managing Google and Facebook Ads campaigns to promote autoclaves.
- Developed streamlined workflows to guide leads from Facebook Ads to targeted email communications.

**EXTRACURRICULAR**

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**STANFORD MARKETING***Consultant***Palo Alto, CA***Jan 2024 – Mar 2024*

- Conducted competitive analysis and surveyed 100+ students to evaluate Microsoft's student ambassador program.
- Proposed targeted marketing tactics for TikTok, Instagram, and LinkedIn, boosting engagement and brand presence.
- Presented strategies to Microsoft's marketing team.

**STANFORD TREEHACKS***AI Developer***Palo Alto, CA***Feb 2024*

- Developed a phishing detection model in 72 hours using a neural network architecture, to identify scam messages. Achieved a 97% accuracy rate.
- Extracted and processed data for model training, deploying the final model in a web app.

**GARDEN OF HOPE***Youth Empowerment Leader***Flushing, NY***Sep 2021 – Jun 2023*

- Raised \$7,000 and launched a two-week summer camp to teach music to young domestic violence victims.
- Served as a kind companion to children from homes of domestic violence by reading to and conversing with them.

**SKILLS AND INTERESTS**

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- **Programming:** Python, C++, Java, MySQL
- **Data Analysis & Tools:** Pandas, NumPy, Scikit-Learn, MATLAB, G-Suite, PowerPoint
- **Languages:** Mandarin (Native), Korean (Proficient)
- **Interests:** Classical Cello, Flying Trapeze, Baking, Airplanes

## EDUCATION

**Stanford University**, Stanford, CA

Est. Jun 2027

Major: Computer Science AI Track (GPA: 3.97) | Minor: Data Science

- Technical Coursework: Programming Abstractions, Linear Algebra, Multivariable Calculus, Mathematical Foundations of Computing, Computer Organizations and Systems, Applied Data Science, Design and Analysis of Algorithms, Applied Matrix Theory

**Kamehameha Schools Kapālama**, Honolulu, HI

Aug 2019 - May 2023

Honors Diploma (GPA: 4.0 / 4.0) | AA Degree through Hawai'i Pacific University

- Technical Coursework: AP Computer Science A, AP Chemistry, AP Physics 1, AP Physics C Mechanics, AP Physics C E & M, AP Computer Science Principles, AP Microeconomics, AP Macroeconomics, AP Calculus BC, AP Statistics

## TECHNICAL SKILLS

- **Technical:** Python, C++, Java, CI/CD, AWS Services, SQL, Pandas, Git, Machine Learning, AI Development, Prompt Engineering
- **Certifications:** [Andrew Ng Deep Learning Specialization](#), [Google IT Python Automation Certificate](#), [IBM Advanced Data Science Specialization](#), [University of Michigan Data Science Specialization](#), [University of Colorado Boulder Algorithms Specialization](#)

## EXPERIENCE

**Stanford CS 106 Section Leader (Teaching Assistant)**

Sep 2024 – Present

- Lead hands-on sections for Stanford's largest introductory data structures and algorithms course (CS106) with over 1000 students
- Weekly interactive grading sessions and office hours with students to reinforce concepts and gain a deeper understanding of material

**Amazon Software Development Engineer Intern (Sunnyvale, CA)**

Jun 2024 – Sep 2024

- Developed and tested end to end batch API services using various AWS technologies for the Tapestry application in the Business Data Technologies organization. Used optimization techniques to decrease latency by over half compared to normal CRUD APIs.
- Acquired comprehensive knowledge of cloud technologies, software development lifecycle, CI/CD pipelines, version control with Git, package management, scalability, and deployment strategies, ensuring robust and maintainable software.

**Ignite Teach for America Fellow**

Jan 2024 – Present

- Lead a series of innovative, project-based learning workshops to enhance student engagement and academic achievement across diverse and underprivileged classrooms.
- Implement a differentiated math curriculum leading to an increase of at least one full grade level in math proficiency for students

**Tutoring By Koa – Founder and CEO**

Aug 2022 - Present

- Developed personalized educational curricula, significantly reducing student churn rates, while spearheading the transition to online tutoring amid the pandemic. Worked with over 50 regular clients.
- Gained an in-depth understanding of corporate structure and business operations to optimize and streamline educational service.

**Nalukai Academy - Leadership and Entrepreneurship Accelerator**

Jul 2023 - Aug 2023

- Participated in an Accelerator program where we learned startup ideology and built startups from scratch.
- Leveraged the experience to garner invaluable insights and constructive feedback on my technical projects, increasing their impact

## PROJECTS

**KumuBot** - <https://kumubot.com> (Python, Llama3, Langchain, Pinecone, Groq, Pytorch, HTML, CSS, JS, Heroku)

May 2023 - Present

- Advanced web platform featuring AI-driven tools designed for the learning and preservation of the Hawaiian language and culture.
- Tinkered with ML algorithms, NLP techniques, RAG, fine-tuning, and LLMops framework to build on top of foundational open and closed source models (Llama, Claude, and OpenAI) and deploy AI tools that are industry-leading in the Hawaiian language/culture.
- Full stack, fully responsive web application on mobile and desktop with over 100 monthly users and growing impact.

**WorksheetWizz** - <https://worksheetwizz.com> (HTML, Tailwind CSS, JavaScript, React, AWS, Hostinger)

August 2022 - Present

- Scalable web platform that open-sources thousands of STEM worksheets across all academic levels from kindergarten to college.
- Implemented robust version control and a streamlined content management system to facilitate contributions and updates.

**Project Lono** – <https://projectlono.org> (Python, Langchain, Groq, VectorDBs, HuggingFace)

Sep 2024 – Nov 2024

- Full stack website with useful tools like an internal AI chatbot to drive impactful donations through optimized aid distribution in Hawaii. Awarded \$1000 for “Most Impact on Hawaii” at the Honolulu Tech Week Hackathon.

**Ava - Artificial Intelligence Product Update Workflow** (Python, Zapier, Langchain, Prompt Engineering, GPT-4)

Aug 2023 – Oct 2023

- Recruited by startup Ava to deploy a custom Zapier pipeline leveraging Python and complex APIs for real-time product updates.
- Engineered automation solutions that saved substantial man-hours allowing employees to focus on conversion rates.

## LEADERSHIP & VOLUNTEERING

**Stanford American Indian Science and Engineering Society (AISES) President**

September 2023 - Present

- Coordinate career-advancing events like resume workshops and career fairs with industry-leading companies/engineers. Serve Indigenous Stanford students interested in various STEM fields to bolster their profiles and land internships/full-time roles.

# Jonathan Chen

jchen04@stanford.edu ▪ (415) 691-5618

## EDUCATION

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### Stanford University

Expected June 2026

*B.S. in Computer Science; M.S. in Financial Analytics; GPA: 3.74/4.0*

*Stanford, CA*

- Activities: Stanford Neuroscience, Google Developers Student Club (GDSC)
- Achievements: Vida Valiente Award, Dr. Serene & Ronald Low Scholar, Valerie Gnesdiloff Memorial Scholar

### Lowell High School, Rank 1/800 (Valedictorian)

June 2022

• Activities: Varsity Tennis (Captain), Biomedical Club (Co-Founder), Varsity Debate

*San Francisco, CA*

- Achievements: Summer Science Program (SSP), Varsity Tennis Team All-City Champions

## EXPERIENCE

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### Andvari Associates (current)

Summer 2024 – Present

*Analyst Intern*

*Atlanta, GA*

- Working directly under the CIO to research publicly traded companies and their competitors
- Conducting regular portfolio reviews to quantitatively assess performance metrics and risk exposures
- Developing financial models and industry reports based on to support investment decision-making processes

### Yi Clothing

Spring 2024 – Present

*Founder/Co-Founder*

*Stanford, CA*

- Spearheading strategic direction of Yi Clothing, an Airbnb-style, peer-to-peer marketplace for clothing rentals
- Selected for Microsoft Startups Founders Hub and BASES Hackspace Demo Day

### Charles R. Blyth Investment Fund

Fall 2023 – Present

*Analyst*

*Stanford, CA*

- Discovered undervalued companies, analyzed business strategies, pitched stocks
- Built financial models, including DCFs and LBOs, and analyzed public market data
- Updated portfolio managers weekly on fund assets valued at ~\$250k

### Association of Computing Machinery (ACM)

Fall 2023 – Winter 2024

*MLab Project Team Lead*

*Stanford, CA*

- Built an AI/ML image classification model that predicts bird species in a given photo
- Organized team responsibilities and goals for our final report and presentation

### Recalc Finance Accelerator

Fall 2023 – Winter 2024

*Fellow*

*Stanford, CA*

- Selected for 10-week financial analysis and modeling training cohort prioritizing accounting fundamentals

### Stanford KCH Laboratory

Winter 2023 – Fall 2023

*Research Analyst, First Author*

*Stanford, CA*

- Analyzed 10,000+ images w/ DeepCell, a deep neural network AI/ML algorithm for image segmentation
- Organized networking and presentation events for interns and researchers from 20+ associated labs

## SKILLS & INTERESTS

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**Programming Languages:** C, C++, Python, R

**Skills:** Excel, ArcGIS, QGIS, CSS3, HTML5, JavaScript

**Languages:** English, Spanish, Mandarin

**Interests:** Tennis, Golf, Monopolizing Sheep in Catan

**Sheryl Xiaoya Chen**  
Stanford, CA

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## EDUCATION

**Stanford University**  
B.S. Computer Science

**Stanford, CA**  
Expected Graduation: June 2027

**Coursework:** Probability for Computer Scientists, Programming Abstractions, Discrete Math, Computer Organization and Systems, Computer Graphics and Imaging

## EXPERIENCE

**Parliamentary Debate Coach**  
*Menlo School*

**Atherton, California**  
*September 2024 - Present*

- Teaching middle schoolers public speaking and introducing them to Parliamentary Debate.
- Formerly ranked 2nd nationally in Parliamentary Debate and semifinalist at Tournament of Champions.

**Fundusol (Stanford-founded Agrivoltaics startup)**  
*Marketing Manager and Software Engineer*

**New York, New York**  
*January 2024 - September 2024*

- Programmed majority of the company's functioning codebase as a full-stack engineer.
  - Developed a pv-system simulation UI using Django, HTML, and CSS. Designed and implemented a SQLite database, used Redis for caching data, and Celery for asynchronous backend processing.
  - Wrote code in PHP and HTML for company website fundusol.com.
  - Engineered a proprietary project financing model and created modular, object-oriented models.
- Scouted and acquired a client with more than 20 gigawatts of gross installed capacity.

**Stanford King Center on Global Development**  
*NLP Researcher*

**Stanford, CA**  
*January 2024 - June 2024*

- Conducted machine learning data analysis for various social science research projects in collaboration with an international research team from Stanford, Oxford, and Humboldt University.
- Employed R, Pandas, and Beautiful Soup for data aggregation, manipulation, cleaning, and analysis.
- Achieved 96.6% accuracy in comparing the accuracy of leading Large Language Models (LLMs) such as Llama, GPT, BERT/RobERTa, and Gemini for analysis of racial bias in German police reports.

**Vertex**  
*Full-Stack Software Engineering Intern*

**Stanford, CA**  
*September 2023 - December 2023*

- Utilized React, Node.js, Supabase, and Firebase to develop robust web applications tailored to startup ecosystems.
- Designed and implemented GPT-based API endpoints for functionalities like document analysis, analogical explanation generation, and audio transcription; authored Swagger API documentation.

## AWARDS

**Perfect Score on the 2022 AP Research Exam (top 1.14% of exam takers)**  
*Author*

*August 2021 - August 2022*

- Awarded for comprehensive statistical analysis of the Tinsley Desegregation Program, evaluating its effectiveness using state summative assessment data, Python-based Probability Distribution Functions, and bootstrapping to confirm statistical significance and provide key insights.

## SKILLS

Java · Python · Django · Unity · C/C++ · Figma · HTML · CSS · JavaScript · Typescript · React.js · Express.js · Git · R · Pytorch · Tensorflow · Redis · Celery · Postgres · Linux/Unix

# Claire Chi

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## EDUCATION

**Stanford University** – B.A. Candidate, Political Science

GPA: 3.9

Activities: Cardinal Policy Consulting Group, Stanford Women in Politics, Stanford Pre-Business Association

## POLICY AND POLITICAL INVOLVEMENT

**Commissioner, Governor Shapiro's Advisory Commission on Next Generation Engagement** *February 2024 – Present*

- Appointed by Governor to serve 2-year term to assess government programs impacting young Pennsylvanians
- Develop policy recommendations and meet with Governor to advise on economic, health, and education issues

**Advisor, Pennsylvania Department of Education (Students for Education in Pennsylvania)** *May 2024 – Present*

- Supervise statewide programming for 65+ school districts; oversee advisory council and nominations for student representatives; advise student leaders for National Association of State Boards of Education
- Directed the organization from April 2022 – May 2024; communicated with all the state's superintendents; secured \$25,000 grant; led meetings for 160+ members; organized and moderated panel with Secretary of Education

**Student Representative, Pennsylvania State Board of Education** *May 2022 – May 2024*

- Appointed to represent 1.8 million K-12 students; advised Secretary of Ed. on Universal Free Breakfast Program, 10-Year Master Plan for Higher Education, and other initiatives; advocated for historic \$1.1 billion funding increase in 2024
- Served as the first Asian-American in this role in history; selected as Coca-Cola Scholar and youngest-ever Pennsylvania Forty Under 40 Honoree for my policy work; represented Pennsylvania at the 2023 U.S. Senate Youth Program

## NONPROFIT LEADERSHIP

**Founder & Executive Director, Dancing Against Hunger 501(c)(3) nonprofit** *March 2022 – Present*

- Fight hunger by providing youth with accessible dance education and leadership training; collected 2,600+ food donations, fundraised \$10,000+, and engaged 3,700+ participants; [spoke at TED x Penn State](#) as youngest-ever speaker
- Recognized as Forbes 30 Under 30 Finalist, Hormel's 10 Under 20 Food Hero, President H.W. Bush's Point of Light

**Rally Leader, State College Alliance Sports Camp** *June 2019 – July 2024*

- Led 800 participants at a time in three sessions daily; sang while dancing 15+ choreographed works in inflated costume
- Organized service projects; fundraised \$5,000+ in four days and collected 2,100+ food donations in three days

**Executive Board Member, Pennsylvania Association of Student Councils** *July 2022 – April 2024*

- Engaged 180+ member schools; spoke to 700+ people at 87<sup>th</sup>–88<sup>th</sup> state conventions; fundraised for Four Diamonds, the world's largest student-run philanthropic group (total raised: \$8,343,816.43); served on four committees
- Chaired the Governmental Relations Committee; oversaw relations with Pennsylvania Department of State and Pennsylvania Department of Education; organized annual State Capitol summits for 200 students

## PUBLIC RELATIONS EXPERIENCE

**Content Creator, Instagram** *May 2024 – Present*

- Reach and resonate with 12+ million Instagram users; work with 49 companies including Hollister; consult for product development and launches as ambassador for 28 brands; selected for Estée Lauder Game Day, Your Way campaign

**Lead, Stanford Consult Your Community** *Oct 2024 – Present*

- Manage team of seven undergraduate and graduate analysts; supervised 10-week project for California Farmers' Markets Association and developed comprehensive marketing and public relations strategies for 13 farmers' markets

**Intern, America250PA (Pennsylvania Commission for U.S. Semi-centennial)** *June 2024 – September 2024*

- Coordinated with 95+ governmental offices and nonprofits; served as Pennsylvania Day site lead; handled media requests; contributed to planning National Convening; visited elementary schools to engage 50,000 students

# Arjin Claire

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## EXPERIENCE

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### Evolution Ventures

Summer Analyst

June 2024 – Present

- Helping Managing Partner source and close 12+ deals in Q1, have 50+ in the pipeline for Q2 and beyond, and grew company network of founders and investors to 200+ people
- Responsibilities include due diligence, developing financial analyses, models and performance metrics, and vetting founders
- Creating a dynamic, in-depth company database that integrates all contacts, meetings, materials, and more

### PUMCO

Real Estate Intern

June 2024 – August 2024

- Created pro-forma, value proposition, and financial analysis for the firm's first potential out-of-state investment in Reno, NV
- Assisted investment teams in site visits and due diligence for value-add multifamily acquisitions and new orchard developments
- Worked on receiving entitlements for a large-scale renewable energy solar project

### Stanford Human-Centered Artificial Intelligence Lab

AI Research Assistant

October 2023 – June 2024

- Worked with professors and PhD students on research regarding AI implementation in organizations
- Consulted for and analyzed data sets on a large, Fortune 50 company that was seeking our services to effectively implement AI into their workforce

### Project Incubator

Co-Founder

September 2018 - Present

- Consulted and led design thinking sessions for numerous organizations including Colorado University Anschutz Medical Campus, Shriners Hospital, The Hacker Lab, and Breakthrough Sacramento
- Led effort to set up COVID vaccine clinics for Latino communities throughout Sacramento and get over 200 people vaccinated

### Enelama Tequila & Foodom

Intern to CFO

June 2023 - September 2023

- Worked side-by-side with CFO on financials and spreadsheets to help minimize costs before pitching to VCs
- Calculated NPV and Liquidity Ratios to provide valuations of the company
- Analyzed financial data and created forecasts through 2027 that were used to pitch to potential investors

### TRACT VC

Business Development Analyst

March 2023 - September 2023

- Conducted market research to create business and industry reports to identify competition and opportunities
- Worked directly with CEO to establish company direction and connect with potential investors

## EDUCATION

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### Stanford University

Stanford, CA

Bachelor of Science Candidate – Economics Major

Class of 2026

Minor Candidate – Data Science, Psychology

Cumulative GPA: 3.87

- Stanford Real Estate Club, Co-President May 2024 - Present
- Stanford PropTech Club, Co-Founder May 2023 - Present
- Stanford Quant Finance Club, Executive Member March 2023 - Present
- Relevant Coursework: Interm. Micro & Macroeconomics, Programming Abstractions (C++, Python), Linear Algebra & Multivariable Calculus, Applied Econometrics

### Sacramento Country Day School, CA

– Cum Laude Society, AP Scholar with Distinction, High Honor Roll

Class of 2022

## ADDITIONAL

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**Technical:** Design Thinking expertise, Excel and PowerPoint experience, Business Development experience, Interpersonal Skills

**Interests:** Cooking, fashion, soccer, snowboarding, travel

## Education

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**Stanford University** Stanford, CA  
*B.S. Candidate in Mathematics, Minor in Philosophy* June 2027

- *Academics*: GPA 3.909. *Major modules*: Linear Algebra, Multivariable Calculus, Proofs and Modern Applications, *Minor Modules*: Ethics in the Western Tradition, challenging what the Good Life is
- *Leadership*: Leader of the Frosh 101 program, studying research behind inclusive facilitation and aiming to support new students in their transition to university
- *Research*: Conducted a 20+ page study on *laïcité* in France and the disfigurement of a Republican principle

**Notre-Dame de Sainte-Croix High School** Paris, France  
*French Baccalaureate Specialisms: Mathematics, Physics, Chemistry, Geopolitics, Political Science* June 2023

- *Academics*: Highest Honours (“Très Bien”) with the jury’s distinction
- *Leadership*: Class Representative, Board of Student Council Member
- *Teamwork*: Coordinated Prom and farewell events, Debate Team Member

## Experience

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**Ateliers de France** Paris, Nice, London  
*Intern - Head Office* July 2024

- Gained insights into financial planning including budgeting and forecasting activities
- Work shadowed in various areas such as client relations, project management and risk management analysis
- Helped coordinate first client consultations, developing trust and gathering insights into client needs
- Inspected construction sites to monitor progress and meet with clients to address any issues

**Notre-Dame Cathedral** Paris, France  
*Construction Worker - Renovation of the Cathedral* July 2023

- Carried out masonry work on the chapel’s stained-glass windows and completed the main vault’s patina
- Restoring a monument of global significance encouraged me to pursue a career within lasting institutions, focused on creating long-term value and cultural impact

**Villacoublay Military Airbase (BA 107)** Villacoublay, France  
*Intern - Helicopter Squadron* June 2021

- Gained hands-on experience by engaging in flight simulations and in the repair of a Fennec helicopter
- Strengthened effective communication skills while operating within rigorous protocols

**Fruit Défendu Restaurant** Rueil-Malmaison, France  
*Intern - Hospitality and Table Service* June 2020

- Set up the restaurant for daily operation, waited tables, and baked pastry orders
- Upheld high service standards, guaranteeing a seamless and enjoyable dining experience

## Extra Curricular

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### Sports

- Alpine skiing: Achieved Gold medals at National Championship “Les Etoiles d’Or” (2017) and Ile-de-France regional races (2015-2022), Member of Stanford Alpine Racing team (2024)
- Rugby: Member of Stanford Women’s Rugby team, winner of West Coast Sevens Tournament (2024)
- Cycling: Completed long-distance trips such as Paris to Mt. Saint Michel (310km, 2020), Paris to Étretat (250km, 2021), Tour of Loire Valley (270km, 2022)

### Arts

- Creative Writing: Won 1<sup>st</sup> prize in high school Competition based on the opening line of Marcel Proust’s *In Search of Lost Time* (2022)
- Music: Self-taught in Piano and ukulele
- Visual arts: Painting and sketching
- Fashion: Designed and created original clothing pieces

### Volunteering

- Helped raise \$30k+ for Children Advocates of the Silicon Valley through fundraising initiatives and community outreach (2024)
- Tutored students in Mathematics and English weekly and taught Catechism to a group of 12 students (2022)

## Additional

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**Languages** French (Native), English (Bilingual), Spanish (Limited working proficiency)  
**IT** MS Office, Google Packet, Python (intermediate), social media

# Ian Dalmas

312-286-6411 | [idalmas@stanford.edu](mailto:idalmas@stanford.edu) | [Website](#) | [LinkedIn](#) | [GitHub](#)

## EDUCATION

### Stanford University

Stanford, CA

*B.S. in Computer Science*

*Expected Graduation, June 2027*

**Coursework:** Data Structures and Algorithms, Intro to Computer Science (Python Programming), Applications of Statistics, Linear Algebra, Multivariable Calculus

**Activities:** BASES Frosh Battalion, Stanford Artificial Intelligence Group, ACM, Dorm Government (VP)

## EXPERIENCE

### Software Engineering and Product Intern

Nov 2024 – Present

*Butterfly*

- Collaborated with business team and leadership to build a consumer mobile app in Flutter/Dart
- Implemented real-time data synchronization with the Google Maps SDK and custom UI components
- Conducted 30 user interviews to prototype 5 new features, using Figma for rapid iteration and user testing

### Software Engineering Intern

Aug – Sept 2024

*Z-Fellows*

- Developed a Chrome extension achieving 95% satisfaction rate among 50 beta users for productivity enhancement
- Designed and implemented REST APIs using Express.js and PostgreSQL, enabling secure and efficient data operations for user management and link redirection
- Engineered a secure authentication system using Clerk, resulting in a 99.9% uptime for user sessions as measured by server logs, by integrating token-based authentication and periodic validity checks

## PROJECTS

### Embedding Benchmarks Research | *Python, Hugging Face*

Sept 2024 – Present

- Working with Stanford AI researchers to build a new benchmark for embedding models
- Integrating novel domain-specific datasets (e.g. BIRCO) into Massive Text Embedding Benchmark, running for 2000+ models

### Premier FC | *React, HTML/CSS, Vercel*

July 2024 – Present

- Building a for-profit soccer club in Colombia: free camp by day, paid league by night
- Identified land in Colombia for field and building
- Created financial model and pitch deck and raised \$20k in funding

### Teenfully | *Flutter/Dart, OpenAI API, Firebase*

June 2023 – May 2024

- Developed a mobile app using Flutter/Dart to address the teen mental health crisis with 1,000+ users
- Recruited and led a team of 20 volunteers to promote the app
- Fine-tuned ChatGPT with the OpenAI API, resulting in 30% increase in self-reported satisfaction during conversation

## LEADERSHIP

### Organizer

Oct 2024 – Present

*TreeHacks: Stanford's premier hackathon*

- Coordinated and recruited 400+ judges from companies like Microsoft, Apple, Meta, NVIDIA, and Google
- Managed \$5,000 budget for fun events like a chess tournament, magic show, and lightsaber battle
- Directing opening ceremony video for 1,000+ hackers from 300+ universities

## TECHNICAL SKILLS

**Languages:** Python, JavaScript, Dart, Swift, HTML/CSS

**Frameworks:** React, Next.js, Express.js, Node.js (for JavaScript), Flutter, SwiftUI (for Mobile), Flask, Hugging Face

**Cloud, Databases, Technologies:** Firebase, Supabase, PostgreSQL

**Developer Tools, SDKs:** Google Maps SDK, OpenAI API, Chrome Extensions API

**Tools:** GitHub, VS Code, Cursor, PyCharm, Vercel, Clerk (Auth), Figma

## EDUCATION

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### Stanford University

Stanford, CA, United States

B.S. in Materials Science &amp; Engineering; Minor: Earth Systems, Sustainability | GPA: 3.7

Sep 2022-present

- Relevant Coursework: Engineering & Sustainable Development, Understand Energy, Electronic Materials Engineering, Investment Science, Quantum Mechanics of Nanoscale Materials, Making Sense of Strategy, Programming Methodology, Public Speaking

### Harrow School

Harrow, United Kingdom

Class of 2022; A-levels &amp; General Certificate of Secondary Education (GCSEs)

Sep 2017-Jul 2022

- Earned 2 A\*s (English & Economics) and 2 As (Chemistry & Mathematics) in A-levels, 11 A\*s at GCSEs
- Environmental Committee Representative, Basketball Team Captain, Head of Conservation, Founder of Sustainability Committee

## WORK EXPERIENCE

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### QuantumScope

San Jose, CA, United States

Cathode R&amp;D Intern

Jun 2024-Sep 2024

- Led independent project on failure analysis of next generation all solid state batteries; identified critical causes of failure modes
- Designed new experimental parameters and contributed findings that helped improve battery performance 20% above previous benchmark
- Conducted metrology analysis using Ultrasound, VHX, Radiograph, SEM, and other proprietary tools; analyzed data in JMP and Excel
- Presented findings to company executives and collaborated with engineers across departments to accelerate and improve experimental findings

### Chueh Group

Stanford, CA, United States

Student Researcher

Jun 2023-present

- Synthesized and assembled NMC532 coin cells at SLAC National Laboratory under various thermal and time conditions
- Conducted electrochemical testing to examine discharge capacity of synthesized coin cells at a range of C-rates
- Characterized and examined structure of materials using XRD, SEM and TEM apparatus
- Used Excel, Python and Jupyter Notebook to produce graphs depicting electrochemical data and atmospheric data from synthesis
- Developed poster and presentation to explain findings on how different cathode synthesis conditions impact battery performance

### Cardinal Ventures

Stanford, CA, United States

VP of Growth

Apr 2023-present

- Mentored startups within Cardinal Ventures' Accelerator; handpicked mentors and provided hands-on support for cohort companies
- Co-Directed Cardinal Ventures' Technical Founders' Fellowship; guiding technical founders' development of their companies
- Sourced and diligence Stanford startups focused in sustainability, renewable energy and materials science; interviewed 100+ Stanford startups
- Direct Cardinal Ventures' outward-facing media streams by writing monthly think pieces paired with episodes of inaugural podcast initiative

## EXTRACURRICULAR ACTIVITIES

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### Affiliated Stanford Entrepreneurial Students (ASES)

Stanford, CA, United States

Co-President

Oct 2022-present

- Led Stanford's global entrepreneurship society consisting of over 400 active members and a 30 person executive team, hosting 10+ events every quarter
- Led team of 15 students to establish ASES' presence at Stanford and beyond; producing videos with 20k+ views and effectively marketing programs with 400+ applicants from Stanford's freshman class each year
- Led new initiatives with ASES Chapters in 7+ countries and new program to consult for companies outsourcing technical projects
- Contributed to fundraising budget of \$40,000+ and managed annual budget for 14 teams within organization

### Engineers for a Sustainable World

Stanford, CA, United States

Product Manager

Dec 2022-present

- Helped build web app in Java for Zorzal Cacao to effectively and accurately track their cacao production
- Created wireframe for website, managed product by designing fundamental features to fulfill Zorzal's functional tracking needs

### Veridian

United Kingdom

Founder

Apr 2019-Jun 2022

- Collaborated with UN's Climate Neutral Now team to build public online carbon footprint calculator
- Developed energy balance model in Python to simulate earth surface temperature and hosted online
  - Wrote 13 page scientific to describe the model, explain the code and analyze implications of geoengineering on climate
- Invited numerous UK schools to Veridian Sprouts program that provided schools with teaching materials for climate education
- Hosted workshops and lectures across the UK to encourage students to engage with climate innovation and advocacy

## ADDITIONAL INFORMATION

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**Awards and Commendations:** Represented Harrow at COP26 Climate Conference (2021), 11 Academic Merit Prizes, ABRSM Grade 8 – Vocal, ABRSM Grade 5 – Theory (merit), ABRSM Grade 5 - Trumpet, Silver Duke of Edinburgh Award

**Computer Skills:** Java, Python, Excel, PowerPoint, JMP, SOLIDWORKS, Professional video and photo workflows in Adobe

**Interests/Hobbies:** Basketball, Scuba Diving, Skiing, Energy, Climate Change, Ecology, Education, Technology, Music

**Languages:** Native in English, Cantonese, and Mandarin.

**SOPHIE FISHER**

Sophieif@stanford.edu | (401) 835-2787

**EDUCATION**

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**Stanford University**

School of Engineering, Bachelor of Science in Design

GPA: 3.7

Student-Athlete: D1 Varsity Sailing Team

*Class of 2026 • Stanford, CA***St. George's School**

GPA: 4.12

*Class of 2022 • Newport, RI***WORK EXPERIENCE**

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**The Newcastle Network – Consumer-Focused Private Equity Firm***Incoming Analyst Intern (Remote)**Wellesley, MA**January 2025 – March 2025*

- Conduct comprehensive market research and financial analysis to identify and evaluate high-growth investment opportunities

**UBS Private Wealth Management***Summer Analyst**Newport, RI**June 2024 - August 2024*

- Supported team in all aspects of their management of approximately \$700 million in assets
- Researched and analyzed wealth management services and solutions for current and prospective clients
- Collaborated with the team to solve client inquiries quickly, efficiently and at the highest levels of service

**Stanford Consult Your Community***Associate Analyst**Stanford, CA**September 2024 - January 2025*

- Collaborate with a small team to provide pro bono consulting services to small businesses and startups in the local community
- Conduct market research, data analysis, and strategic planning to help clients solve complex challenges

**Conanicut Yacht Club***Sailing Instructor**Jamestown, RI**June 2021-2023 - August 2021-2023*

- Created the high performance racing program, increasing total program enrollment by 20%

**Conanicut Island Sailing Foundation***Sailing Instructor**Jamestown, RI**August 2022, 2023*

- Networked, managed and marketed a community-based non-profit program, increasing the accessibility of sailing in RI

**ATHLETICS AND EXTRACURRICULARS**

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**Stanford D1 Varsity Sailing Team***September 2022 - Present*

- 40 hours a week training, competing and traveling
- Awarded Conference Women's Skipper of the Year, All-Conference Women's Skipper (2022-2023)
- Experienced at working in a fast-paced, efficient and team-based environment
- Selected as Incoming Freshmen Representative (2022-2023) given demonstrated team leadership, responsible for mentoring

**Stanford Student-Athlete Success Mentor***September 2024 - June 2025*

- Selected from over 800 varsity student-athletes at Stanford given demonstrated leadership and commitment to mentorship
- Lead meetings that provide guidance, support, community and mentorship to varsity student-athletes

**Stanford Women in Finance***September 2022 - Present*

- Network with professionals to gain broader understanding of finance industry and strengthen presentation skills

**U.S. Sailing Olympic Development Team Athlete***2020 - Present*

- Vice Youth World Champion, Oman 2021; selected by *Sailing World* (2020) as 1 of 9 "Rising Stars of American Sailing"

**Offshore Wind Energy Research Project***January 2024 - March 2024*

- Conducted complex analysis focused on identifying the greatest threat to the expansion of offshore wind farms in the U.S.
- Interviewed researchers and experts in the field at Stanford University, presented findings and a strategic plan to professors

# Sehrish Gohar

sehrish@stanford.edu // (650) 283-1699 // [LinkedIn URL](#)

## EDUCATION

**Stanford University, CA**

*September 2023 – June 2027*

Candidate for Bachelor of Arts Economics; Minors: Data Science, and Psychology

GPA: 3.60

SAT Scores (1500): Math (790) / Reading & Writing (710)

## RELEVANT EXPERIENCE

**Stanford Impact Labs** | *Innovation, and Partnerships Intern*, Stanford, CA

*June 2024 – August 2024*

- Developed a strategic research methodology to analyze data on 83 partner organizations within a \$29.9M social impact funding accelerator which guided optimal resource allocations decisions for firms, governments, and research partners.
- Engineered an interactive mapping platform to display the investment portfolios, locations, and metadata across 43 projects in the Seed Partnerships, Testing Solutions, and Amplifying Impact investment stages.

**Natural Capital Project** | *Research Assistant*, Stanford, CA

*June 2024 – August 2024*

- Conducted meta-analysis with research faculty on nature exposure's impact on urban health, screening 250+ papers and using 10+ mental health indicators (e.g., Perceived Stress Scale) to assess greenspace's effects across diverse demographics.
- Utilized R programming to create 15+ data visualizations and statistical analysis on correlations between federal mental healthcare expenditure and urban greenspace, collaborating with a team of 8+ members, including PhD faculty and industry experts.

**Stanford University Living Education** | *Teaching Assistant*, Stanford, CA

*September 2024 – Present*

- Co-led LEAD152 Dialogue Lab, a course on engaging across social and identity differences, by facilitating weekly 45-minute firsthand sessions, collaborating with international guest speakers, and designing an interactive curriculum.
- Supported 10+ students in understanding dialogue dynamics like cancel culture and intergroup conflict and provided personalized guidance during office hours.

## LEADERSHIP

**Stanford Debate Society** | *Associate Financial Officer*, Stanford, CA

*September 2023 – Present*

- Managed a \$6M+ budget and \$350,000+ in annual operating expenses by leading financial planning across monthly, quarterly, and annual operations, by allocating tournament and event-specific funds, reviewing reimbursements, and maintaining account balances using Excel and Expensify.
- Selected as 1 of 25 debaters from a competitive Stanford applicant pool; excelled in global debate tournaments (WUDC 2024, Princeton IV, Yale IV) with expertise in British and American Parliamentary formats.

**Business Association of Stanford Entrepreneurial Students** | *Vice President Marketing*, Stanford, CA

*May 2024 – Present*

- Led a team of 8 in digital marketing, optimizing web design, and producing bi-weekly newsletters; designed official merchandise for 30+ members and created 50+ posters to boost event visibility.
- Directed \$2500+ annual budget planning for marketing projects: streamlining resource allocation to maximize engagement within the Stanford entrepreneurship community.

**Office for Inclusion, Belonging & Intergroup Communication** | *Peer Facilitator*, Stanford, CA

*January 2024 – June 2024*

- Trained in diversity, equity, and inclusion facilitation; led 15+ workshops for 20+ participants each.
- Led peer-driven programs at Stanford to foster community engagement on social identity and power dynamics.

## SKILLS

**Technical:** Python, R, Microsoft Office, Financial Analysis & Modeling, Data Analytics, Quantitative Analysis, Forecasting

**Interests:** Member Stanford Debate Team, Participant Stanford Pre Business Association Finance Accelerator, Participant of Stanford Summer Fellows Program 2024 for First-Generation/Low Income Students, Participant of Leland Scholars Program 2023 for First-Generation/Low-Income Students, Swimming, Poetry, Art, Singing

**Languages:** English, Urdu, Hindi, Punjabi

# Hamdi Mohamed Hamid

Phone: (720)-988-8674

Email: [hhamdi5@gmail.com](mailto:hhamdi5@gmail.com)

Socialable and dependable Electrical Engineering major with experience operating projects and teams.  
Skilled in quickly understanding and solving details vital to engineers.

## Education

Stanford University, Stanford, CA

**Bachelor of Science in Electrical Engineering**

Expected June 2028

- Emphasis in Physical Technolgy and Science

DSST Montview Highschool, Denver, CO

May 2024

**High School Diploma**

- GPA: 4.512

## Work Experience

**Operations Manager /** CubeSat, Denver, CO

March 2021 – Present

- Built 5 satellite to survey and test in the stratosphere
- Masterminded the logistics and construction of the satellite
- Facilitated many interactions with prestigious members of Technology and Engineering

**Outreach Intern/** Denver Elections office, Denver, CO

09/2022-03/2023

- Organized public events resulting in hundreds of newly registered voters
- Presented underrepresented demographics to the elections team
- Analyzed and structured thousands election based data

## Activities

**President/** Sudanese Hope Foundation, Denver, CO

08/2020-06/2024

- Funded \$10,000 for Sudanese Cancer Patients
- Executed orderly and lively large social event
- Advised junior members on effective communication
- Chaired social outreach and organization of large social events

**President/** Black Student Alliance, DSST Montview Highschool, Denver, CO

08/2020-06/2024

- Headed nights of cultural exploration of the African Diaspora
- Created Murals of art depicting cultural monuments in African American History

## **Skills**

- Computer Aided Design
- Team Management
- Public Speaking
- Profeciency in Arabic
- Data Entry

## **Awards**

- University of Colorado Boulder Engineering Scholar
- University of Southern California (USC) Bovard Scholar
- Leadership Enterprise for a Diverse America (LEDA) Finalist
- Delta Eta Boule Scholar
- American Institute of Aeronautics and Astronautics (AIAA) Sponsorship
- Xcel Energy Sponsorship

# Jared Hammerstrom

404-834-5575 | jhammer1@stanford.edu | Atlanta, GA

## EDUCATION

**Stanford University** Stanford, CA  
*Intended B.A. in Economics* *September 2023 – June 2027*  
 Current GPA: 3.81

## RELATED EXPERIENCE

**Raintree Partners Capital** San Francisco, CA  
*Private Equity Analyst* *August 2024 – Present*

- Conduct market research, sourced deals, and evaluate potential acquisitions in the healthcare and supply chain sectors.
- Deepening understanding of private equity and finance by building industry relationships.

**Stanford School of Engineering and Doerr School of Sustainability** Stanford, CA  
*Research Project* *June 2024 – October 2024*

- Facilitate Project Electropedia, which measures the electrification of appliances through property records using artificial intelligence in the United States and makes local policy recommendations to increase sustainable practices and electrification.
- Collaborated with a team of undergraduate and doctoral students on a regular basis to exchange data findings for publication.

**KMS Technology** Atlanta, GA  
*Market Researcher* *January 2022 – August 2022*

- Evaluated and presented acquisition targets to the CEO to acquire identified target company in multi-million dollar deal.
- Researched the venture studio market.

**Federal Defender Program** Atlanta, GA  
*Paralegal at The Northern District of Georgia Federal Defender Program* *May 2022 – September 2022*

- Drafted, researched, and executed successful Compassionate Release Appeals.

## LEADERSHIP

**Senator- Associated Students of Stanford University** *April 2024 – Present*

- Elected to represent the Stanford undergraduate student body interests at every level of decision making within the university serving as the Chair of Administration and Rules Committee and Deputy Chair of Appropriations Committee managing millions of dollars.

**Associate Consultant Intern- Stanford's Open Consulting Society** *September 2024-Present*

- Collaborated in a team to analyze a healthcare technology case, applying problem-solving frameworks to develop strategic recommendations for a real-world client.

**Team Lead- Student Alumni Council** *September 2023-Present*

- Oversee students groups in facilitating Reunion Homecoming 2024 and organize enriching student events at Stanford.

**Editor-in-Chief- The Forum (The Paideia School)** *August 2021-May 2023*

- Led a team of 25 student journalists as Editor-in-Chief of The Paideia School newspaper, overseeing content creation, editorial processes, and publication, while honing leadership and communication skills.

## ATHLETICS

**Stanford University Varsity Fencing Team, Division 1** Stanford, CA

- Qualified and competed at 2024 NCAA Fencing Championships *September 2023 – June 2027*
- Won MPSF Individual and Team Conference Champion, 2024
- Fostered team morale through mentorship, positive attitude, and boosting confidence during meets

## ADDITIONAL INFORMATION

- Member, Federal Emergency Management Agency Community Response Team, Stanford, 2023-2027
- Winner, National High School Model UN Conference in NYC (largest in the world), 2022-2023
- Elected Treasurer, The Paideia School Student Government, 2019-2023
- Winner, Atlanta Make-a-thon Event, 2021
- Volunteer, Children's Healthcare of Atlanta, 2021-2022
- Scholarship Recipient, Chakrabarti Foundation (funding part of Stanford Education)

## EDUCATION

**Stanford University**

Stanford, USA

*B.Sc. in Computer Science (AI Track), Minor in International Relations; GPA: 3.98/4.0**Sep 2022 – Jun 2026*

- *Societies:* European Student Association *Head of Internal Affairs*, Club Lacrosse, Sigma Phi Epsilon *VP of Communications*, Stanford Neurotech *Team Lead*; formerly BASES *VP of Core*, Club Swim *Captain of Spirit*
- *Relevant Coursework:* Systems for Machine Learning, Mining Massive Datasets, Deep Learning for Computer Vision

## WORK EXPERIENCE

**Beacon Text**

San Francisco, USA

*Co-Founder, [website](#)**Mar 2024 – Oct 2024*

- Led development of RCS messaging advertising SAAS product, deploying AWS Cloudfront, S3, and Elastic Beanstalk.
- Scaled company to **three** corporate design retail partners with a total addressable audience of **300.000** contacts.
- Part of **Keel Cohort 1.0**, **Pear Garage 2023/24**

**QuantCo**

San Francisco, USA

*Data Engineering - Machine Learning Intern**Jun 2024 – Aug 2024*

- Designed custom text embedding models and fine-tuning pipeline for fundraiser descriptions on one of the **largest crowdfunding-platforms**. Fine-tuned **transformer-based embeddings** to encode fundraiser content and quality. Used as fundraiser-level features in different workstreams.
- Built large parts of training & analyses pipeline for new workstream to suggest optimal fundraiser goal during creation. Improved production model using text embeddings by **150%**. [Impact numbers protected under non-disclosure agreement.]
- Applied feature selection methods on gradient-boosted trees to reduce complexity and training time by **80%** with no significant reduction in model performance across different workstreams

**Theros LLC**

Remote

*Software Engineering Intern**Jun 2023 – Sep 2023*

- Co-developed **Flask API** for “Jot it Down”, a ChatGPT plugin for cross-chat and multi-user memory
- Implemented a comprehensive **Retrieval-Augmented Generation (RAG)** system and modular workflow structures to index and digest live internal wiki content. Used in customer support, internal digest tools, and automated emails
- Led **robust logging** pipeline and processing on **AWS** from the ground up, along with metric computation and visualization
- Built a mock language model toolbox for tests, reducing testing operation costs by over **90%**

**Check24 Factory GmbH**

Munich, Germany

*Data Science Working Student**Jun 2022 – Aug 2022*

- Developed end-to-end machine learning solution for product **popularity ranking**, enhancing sales for energy business unit
- Improved ranking and response times by developing fine-tuned machine learning models and real-time **fastAPI**
- Streamlined business unit operations by deploying ranking service on **AWS** and conducting **A/B testing**

**Infineon Technologies AG**

Neubiberg, Germany

*Applied Machine Learning Intern**Jul 2021 – Aug 2021*

- Developed internal CRM using **Flask**, improving how we match requirements and verifications in microchip design
- Enhanced language capabilities using **BERT**, automating requirement-verification matching process based on language

## RESEARCH/PROJECT EXPERIENCE

**Brains in Silicon, Stanford University**

Stanford, USA

*Student Researcher; Advised by Saarthak Sarup, Kwabena Boahen**Oct 2024 – present*

- Investigating **neuromorphic computing**—dendritic computation for knowledge systems (e.g. RAG)

**Translational AI Lab, Stanford University**

Stanford, USA

*Student Researcher; Advised by Magda Paschali, Ehsan Adeli**Apr 2023 – Sep 2024*

- Investigating contrastive **self-supervised** learning with SO3-equivariance pretext task on 3D brain MRIs using **PyTorch**
- Designed model to understand underlying brain structures, involved in brain foundational model, **MLCN 2024 publication**

**The Legend of Shizhelda for the Rand Entertainment System**

Stanford, USA

*CS107E Class Project; Taught by Julie Zelenski, Pat Hanrahan**Jan 2023 – Apr 2023*

- Developed homage of 2D Zelda games from scratch with **bare-metal C** on a Raspberry Pi (ARM)

**Lab for AI in Medicine, Technical University of Munich**

Munich, Germany

*Student Researcher; Advised by Kerstin Hammernik, Daniel Rueckert**Apr 2021 – Jun 2022*

- Investigated **data distribution shift** in MRI reconstruction. Adapted methods to novel dynamic **7T MRI** reconstruction
- **Youngest** presenter at the 2022 ISMRM-ESMRMB Joint Annual Meeting/Conference in London, [abstract](#), [publication](#)

## SKILLS

**Languages:** German (Fluent), Mandarin Chinese (Fluent), English (Fluent), French (Conversational)**Programming:** Python, C, C++, React, Assembly, SQL, AWS, Git, Microservices Architectures, CUDA, NLP, CV**Frameworks & Libraries:** PyTorch, Tensorflow, LightGBM, Huggingface, fastAPI, Flask, Docker, Pandas/Polars, Snowflake**Interest:** Artificial Intelligence, Water Sports, Tennis, Lacrosse, Photography, Automotive Racing

# Taorui Huang

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## EDUCATION

### Stanford University

*Expected Graduation: Jun 2028*

B.S in Computer Science: Artificial Intelligence Track, Minor in Management Science and Engineering

*GPA: 4.0*

*Relevant Coursework:* Programming Abstractions (CS106B), *Planned for winter/spring:* Computer Organization and Systems (CS107), Principles of Computer Systems (CS111), Mathematical Foundations of Computing (CS103)

*Affiliations / Clubs:* Affiliated Stanford Entrepreneurial Students (ASES) Summit & Breakthrough

### Cosumnes River College — Dual Enrollment, GPA: 4.0

*Aug 2022 – Apr 2024*

*Coursework:* Multivariable Calculus, Linear Algebra, Differential Equations, Honors Seminar - Intro to Mathematical Proof

## EXPERIENCE

### RAHTID AI – Phoenix, AZ

*Chief Technology Officer (CTO)*

*Jan 2024 – Present*

- Building AI voice/chat agents & automations for businesses; cold emailing, lead generation, passive operation efficiency
- Prompt engineering w/ OpenAI Assistant API, capturing lead info & appointment booking, copywriting

### AUGMENTED DESIGN LAB, BASKIN ENGINEERING, UC SANTA CRUZ – Santa Cruz, CA

*Researcher & Mentor for HS interns, Under the Direction of Dr. Golam Mukhtar*

*Aug 2022 – Present*

- Developed majority of PedGrid (see pub.) — behavior generation, research environment, data collection, rendering, visualization
- Connected and designed key PedAnalyze functionalities, oversaw transfer from Python Tkinter to web app, annotated videos
- Lead weekly meetings for 4 to 8 high school interns (fluctuates on availability), facilitate discussions, review code, assign tasks

### SCIENCE INTERNSHIP PROGRAM, UC SANTA CRUZ – Santa Cruz, CA

*Program Assistant, Co-Mentor*

*Jun 2024 – Aug 2024*

- Volunteer staff for 400+ high school research interns, resolved issues ensuring smooth daily operations; chaperoned field trips
- Co-mentored research project CSE-04: PedAnalyze, onboarded interns with initial knowledge, led daily meetings, delegated tasks

### COLLEGE TRACK – Sacramento, CA

*IT Intern*

*Aug 2022 – Jun 2024*

- Assisted in community events, interviewed for Dialpad x Sacramento Kings partnership, offered mentorship to younger scholars
- Set up tech tools, including 25 iPads for an Apple Bytes cohort and 33 laptops for the Huddle Computer Lab

### SCIENCE INTERNSHIP PROGRAM 2021-2023, UC SANTA CRUZ – Santa Cruz, CA

*Research Intern, Co-Mentor, Program Discord Organizer*

*Jun - Aug 2021, 2022, 2023*

- Mentored four interns to develop PedGrid, guiding them with code functionality & project goals (2023)
- Utilized Reinforcement Learning to write Monte Carlo Q-Learning algorithm for modeling pedestrian crossing (2022)
- Debugged RouteMe2, app helps impaired navigate public transit. Micro-navigation/routing. Optimized tile-building. (2021)

### APPLE ENGINEERING TECHNOLOGY CAMP 2022 – Cupertino, CA

*Program Member*

*Jul 2022 – Aug 2022*

- Selected as 1 of 29 students nationwide to design, prototype, and market an original MVP (under NDA) with Apple engineers
- Pitched the confidential product to 2 Apple Senior VPs and 100+ engineers, by presenting a slide deck w/ advertisement

## PROJECTS

### SILVER DIVISION CONTESTANT - USA Computing Olympiad & Codeforces

*Jan 2022 – Jun 2023*

- Intensively applied data struct & algos — stack, queue, graphs (dfs, bfs, trees, functional), pointers to competitive programming

## PUBLICATIONS

- [PedAnalyze - Pedestrian Behavior Annotator and Ontology](#)

*(1st Author, Published in 35th IEEE Intelligent Vehicles Symposium 2024, Presented in Jeju Island, Korea, in June 2024)*

- [PedGrid - A Simple yet Expressive Simulation Environment for Pedestrian Behavior Modeling](#)

*(2nd Author, Published in 26th IEEE Intelligent Transportation Systems Conference 2023, Presented in Bilbao, Spain, in Sept. 2023)*

## SKILLS

**Technical:** Python, Java, C++, Web Dev (HTML, JS, CSS), App Dev (SwiftUI), Competitive Programming, Research, Tutoring, Product Design & Workflow, Microsoft Office Suite, Google Suite

**Languages:** Fluent in Chinese, Cantonese, English; Proficient in Spanish; Basic in Korean

**Certifications:** [Machine Learning Specialization \(DeepLearning.AI\)](#)

**Volunteering:** Tutored individuals & classes (50h+): AP CS A+P, Stats, Calculus AB/BC/Multivariable, Linear Algebra (2021-2024)

# Chloe Hughes

(567) 250-4110 | cahughes@stanford.edu | www.linkedin.com/in/chloeahughes

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## EDUCATION

**Stanford University**, Stanford, CA — *Bachelor of Science in Symbolic Systems, Neuroscience* 3.749 GPA

Relevant Coursework: *Principles of Economics, Programming Abstractions, Minds and Machines*

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## RELEVANT EXPERIENCE

**Technical Product Management, Blockhouse Capital** — remote - Nov 2024 - present

- Write product requirement documents around novel market impact models and machine learning infrastructure to optimize trading costs for financial institutions.
- Collaborate with team of quantitative developers, machine learning engineers, and data scientists and implement innovative strategies to create a competitive edge in financial markets.

**Research Assistant Intern, Wagner Memory Lab** — Stanford, CA - Mar 2024 - Oct 2024

- Develop technical artifacts and documented procedures for data analysis using R, ensuring consistency with internal tools and guidelines using attention to detail skills.
- Work with lab coordinators to define project scope & analyze co-registrations of fMRI data.
- Collaborate with researchers to ensure technical needs were met for data analysis.

**Product Marketing Intern, Bokksu** — New York, NY - Jan 2024 - Mar 2024

- Collaborate with senior team members to develop product vision and optimal marketing strategies to drive customer engagement.
  - Research competitor pricing models and digital product features to offer insights that inform future product development and strategic marketing initiatives for senior teams.
  - Design A/B testing strategies using internal tools to assess marketing feature effectiveness; analyze test data to optimize user engagement and improve conversion rates and new growth.
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## PROJECTS

**WAVE: Emotion-based Music Recommendation System, Project Lead, 2024**

- Lead small team to develop Convolutional Neural Network (CNN) to detect user emotions from EEG data captured by EEG Bluetooth headphones; extract features using eeglib.
  - Create music recommendation system leveraging SpotiPy, adjusting matrix weights to prioritize emotional input for song recommendations.
  - Conduct user research on music preferences based on emotional states to refine the recommendation algorithm for optimal customer experiences.
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## SKILLS

C++; Python (Pandas, Matplotlib); R; KDB+/q; MS Office; Spanish (conversant); project management

## EDUCATION

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### International School Bangkok (GPA 6.675 / 7.000)

*August 2020 – June 2024*

- Relevant Coursework: IB Math Analysis & Approaches Higher Level (7), Economics HL (7), Physics Higher Level, Chemistry SL, English Language & Lit SL, Thai Language & Literature SL
- Additional: Biology 1 (7), Chemistry 1,2 (7), World Studies 9, 10 (7), Design Tech I (7), Engineering & Design I (7), Coding Games 1 (7)

### Stanford University (GPA 4.0/4.0)

*September 2024 – Present*

- Relevant Coursework: Personal Finance, Math 21, Computer Science 106A, CS 106B
- Planned Coursework: Accounting for Managers (MS&E 140), Capital Markets and Institutional Investing (Finance 305), Introductory Financial Analysis (MS&E 145), Debt Markets (Finance 320), Advanced Corporate Valuation (Finance 343)

## EXTRACURRICULAR ACTIVITIES

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### Blyth Fund - (Member)

*September 2024 - Present*

- Student-run investment fund and Stanford University student organization with the fund currently managing a six-figure portfolio of stocks, bonds and other assets.

### Stanford Open Consulting Society - (Member)

*September 2024 - Present*

- Empower startups committed to both purpose and profit. I focused on assessing startups across three key areas: People, Planet, and Profit.

### BiiC Venture Capital - (Intern)

*December 2024 - Present*

- Conducted market research, analyzed financial statements, and assisted with due diligence of green energy and bio-based business and startups in Thailand and internationally under Bangchak's Initiative and Innovation Center portfolio.

### Student Council - (President)

*August 2021 – June 2023*

- Elected by peers to be class President (Grade 11) and Vice President (Grade 10)
- Implemented weekly roundtable discussions for students to share ideas with administration; spoke at assembly and reduced food waste at cafeteria

### BoonforLife Social Enterprise (Founder)

*September 2020 - Present*

- Created an e-commerce site for benefactors to help charities by purchasing craft products made by people with disabilities or experiencing poverty

### Stanford University: Center on Food Security and the Environment - (Research Assistant)

*March 2023 - Present*

- Writing a research paper with Dr. Sam Heft-Neal titled "Spatial and temporal patterns of wildfire evacuations in California"
- Used QGIS software to geo map fire evacuation areas, created a database of forest fires in California

### Early Flatten - (Research Assistant, Speaker)

*February 2021 – February 2023*

- Worked with Dr. Tanapon Phenrat at Naresuan University on a new method of testing for the presence of Covid-19 in a building by testing wastewater
- Helped compare the effectiveness of wastewater-based testing to ATK and PCR testing, and then developed an online platform to help public policy makers and administrators to decide the best policy to implement in each province

### Global Issues Network Club - (President 11 and 12, Secretary 10 and 9)

*September 2020 – Present*

- Organized Service conference with over 400 students in attendance, helping people with a passion for service to share their work and collaborate
- MC for Peace Day Assembly and organized the assembly for the International Day of Peace 2022, themed "End racism. Build peace."

## AWARDS AND HONORS

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- **Thailand National Youth Delegate at The World Food Forum 2023:** Selected as National Youth Delegate for the Global Youth Assembly; statement selected and delivered on behalf of Asia and the Pacific at the forum in Rome, Italy
- **World Invention Creativity Olympics 2022** – Awarded Gold Medal for Spiral Garden
- **The Geneva International Exhibition of Inventions 2023** – Selected as Thailand Youth representative by National Research Council of Thailand to present the Spiral Garden in Geneva, 1 out of 3 Thai youth to present invention; 2 special awards given by delegates of Saudi Arabia and Vietnam
- **Interscholastic Association of Southeast Asian Schools (IASAS) Debate Competiton** - First Place out of 50 teams in Southeast Asia
- **IASAS Scholar Award** - For being in Varsity Volleyball, Varsity Badminton, IASAS Debate Team and earning a place on the High Honor Roll
- **Prime Minister's Award 2023 for "Outstanding Thai National Youth who Brought Recognition to Thailand"** - Selected as 1 out of 3 students in Thailand to receive the PM Award in the Innovation category
- **Outstanding Leadership in Service Award** - Selected for work with ShareTheMeal and food security advocacy; won for grades 10 and 11
- **New Generation Inventors (I-New Gen) Award Thailand 2023** - Gold Medal out of 200 projects for Early Flatten program
- **Outstanding Service Award** – Selected by teachers and counselors at school for most outstanding service for grades 9, 10, and 11
- **Korea International Youth Olympiad 2022** – Silver Medal for Spiral Garden
- **International Invention Innovation Competition in Canada 2022** – 1 Gold Medal and 2 Special Awards from Turkish Special Award from Tummaid Invention Assoc. and another from Toronto International Society of Innovation and Advanced Skills.
- **International Invention, Innovation, & Technology Exhibition, London 2022** - Gold Medal for Spiral Garden

# KSHITIJ KANT

Stanford, CA

Tel: +1 650 485 0965, +971 50 792 6048 | Email: kkant@stanford.edu

## EDUCATION

<b>Stanford University</b> Freshman studying Economics & Computer Science	2024 - 2028
<b>Dubai International Academy, Emirates Hills, IB Diploma Program</b> Math AA HL, Economics HL, Physics HL, Computer Science SL, English SL, Hindi B SL IB Score: 42/45	2018 - 2024

## HONORS AND AWARDS

- 2024 Special Recognition for Outstanding Research - Dubai International Academy EH
- 2023 International Bronze Medal & UAE Topper—International Economics Olympiad

## ACADEMIC EXPERIENCE

<b>Team UAE, International Economics Olympiad, Global</b>	06/2023 - 08/2023
<b>Author, "The Impacts of COVID-19 on the Real Estate Market in Dubai"</b> Independent Research Paper, International Journal of Research and Development	07/2023 - 08/2023

## LEADERSHIP EXPERIENCE

<b>Founder &amp; Managing Director, The Caspian Group - USA</b>	06/2021-09/24
<ul style="list-style-type: none"> <li>➤ Founded a non-profit operating for 3 years in 6 countries across MENA, Europe &amp; the Americas</li> <li>➤ Published 500+ economics &amp; finance articles bi-weekly for 7000+ readers from 38 countries</li> </ul>	
<b>Founder &amp; CEO, The Prosperity Project - MENA</b>	07/2023 - 09/24
<ul style="list-style-type: none"> <li>➤ Founded advocacy NGO to support migrant workers' financial, economic &amp; human rights literacy</li> <li>➤ Hosted workshop educating 500+ underprivileged migrant workers</li> </ul>	
<b>Founder &amp; Director, Consulate Review - Dubai</b>	08/2022 - 08/24
<ul style="list-style-type: none"> <li>➤ Reporting on international economic affairs via interviews &amp; visits to 10+ diplomatic missions</li> </ul>	

## WORK EXPERIENCE

<b>Finance Internship, Shelf Drilling LLC - Dubai</b>	07/2023
<ul style="list-style-type: none"> <li>➤ Mentored by the Vice President of the largest jack-up rig operator in the world, \$2B in assets; \$200M quarterly revenue; Conducted in-depth analysis on company financials &amp; suggested improvements to company's financial position; presented analyses to the Executive Board.</li> </ul>	
<b>Sales Internship, Rise Homes Real Estate - Dubai</b>	05/2022 - 06/2022
<ul style="list-style-type: none"> <li>➤ Real Estate brokerage company with 80+ management properties &amp; yearly sales worth US\$30M; helped sell property worth \$3M+ at property launch; built property management software.</li> </ul>	

## ADDITIONAL SKILLS

- Proficient in Adobe Software; coding in HTML, CSS, Java, Python, C++ (Self-Taught)
- Fluent in English & Hindi; Conversational fluency in Arabic & French

# Sweta Karki

swka01@stanford.edu | 720-645-0914 | www.linkedin.com/in/swetakarki

## EDUCATION

- 
- Stanford University**, Stanford, CA Sep 2021 - Jun 2025
- B.S. Management Science and Engineering | GPA (2023 - 2024): 3.7/4.0 | Cumulative GPA (2021 - 2024): 3.3/4.0
  - University of Oxford visiting student studying financial markets for eight-week tutorial at Saïd Business School

## PROFESSIONAL EXPERIENCE

- 
- NGP Capital**, *Investment Team Intern*, Palo Alto, CA Jun 2024 - Aug 2024
- Sourced over 40 deep technology startups in space and data infrastructure to augment investment pipeline by 30%
  - Identified financial trends across 54 portfolio companies leveraging Excel to calculate average YoY, ARR, and revenue growth, deepening understanding of portfolio performance and future frameworks for fund deployment
  - Mapped industrial IoT sensors landscape by analyzing five user interviews to outline three product differentiators

- Nia Impact Capital**, *Finance Intern*, Oakland, CA Aug 2023 - Oct 2023
- Conducted financial due diligence for a new investment vehicle by synthesizing 10-K reports, cash flow activities, and relevant news using AI-assisted SEO data extraction tool, capturing over \$80mm in stock market earnings
  - Crafted comprehensive slides and presented recommendations to senior management on an emerging portfolio by defining four key investment benchmarks and over 10 innovative business models to highlight firm-market fit
  - Investigated 75 company profiles in the global solutions fund to measure progress on ESG and diversity metrics

- Computer Science + Social Good Fellowship**, *Research Intern*, San Francisco, CA Jun 2023 - Aug 2023
- Expanded donor base by 20% by creating a marketing pitch for philanthropy team to promote non-profit mission
  - Performed a cost-benefit analysis on the return for each incremental dollar in competitive elections for 13 states through campaign finance project applying public funding methods, contribution limit data, and disclosure laws

- Juno**, *Business Development Intern*, Boston, MA Jul 2022 - Sep 2022
- Acquired partnerships with eight influencers to boost media reach by 350k users for projected revenue of \$60mm
  - Implemented organic ads, driving website clicks up 10% and pinpointing seven genres tailored to target audience

- Jaunt Media Collective**, *Editorial Intern*, Vail, CO Jun 2022 - Sep 2022
- Increased social media following by 15% by employing directed SEO practices, designing promotional graphics, and producing weekly content posts between the three magazine's Instagram accounts to receive over 12k views
  - Published five articles across three Colorado based magazines integrating primary source research for 50k reads

## ACTIVITIES & LEADERSHIP EXPERIENCE

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- Stanford Professionals Investing Finance**, *FGLI Career Preparation Fellow*, Stanford, CA Oct 2023 - Present
- Learned accounting, capital markets, M&A, and LBO fundamentals on the investment banking intern module of the Felix platform by Financial Edge Training using Excel examples to derive insights for practical applications
  - Leveraged weekly calls with a former Evercore ECM analyst to refine interview strategy, resume, and cover letter

- Business Association Stanford Entrepreneurial Students**, *Fundraising Director*, Stanford, CA Nov 2022 - Present
- Raised \$400k by sourcing venture capital firms with investments in consumer, financial services, and technology
  - Surveyed and revised quarterly goals for newsletter to maintain relationships between club members and partners

- Blyth Fund**, *Investment Analyst*, Stanford, CA Oct 2022 - Present
- Utilized market research and evaluated value proposition of stocks to advise for the allocation of \$200k portfolio
  - Pitched two stocks and built financial knowledge on the basics of investing, valuation, and competitive analysis

- Stanford Women in Finance**, *Head of Education*, Stanford, CA Sep 2021 - Present
- Elected as Head of Education to lead nine workshops and strengthen technical finance skills of over 100 members
  - Secured grants from six corporate sponsors and managed \$7k budget to support club functions for 2023 - 2024
  - Developed a streamlined fund disbursement process for events and outreach materials to save 25 hours per term

## SKILLS & INTERESTS

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Computer: Python, C++, Figma, AutoCAD, Adobe Photoshop, Microsoft Office Suite, and Google Workspace

Languages: English (fluent), Nepali (fluent), and Spanish (business proficient)

Interests: Golf, live music performances, museums, and baking

# Do Hoon Kim

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## CORE COMPETENCIES

Highly motivated candidate with a strong background in economics and data science, coupled with hands-on experience in financial modeling, market research, and venture capital. Proven ability to analyze data, develop investment strategies, and communicate insights effectively. Recognized for leadership and technical skills, including Python and statistical modeling, making me a strong fit for roles in finance and consulting.

## EDUCATION

Sep 2021 - **Stanford University**, Stanford, CA

Present **B.A in Economics, minor in Data Science, Prospective M.S in Computer Science**

- GPA: 4.0/4.0 | Activities: Charles R. Blyth Fund, Stanford Health Consulting Group, Korean-Student Association
- Leave of Absence (2022 - 2024) fulfilling mandatory military service with the Republic of Korea Army

Sep 2018 - **Northfield Mount Hermon School**, Gill, MA

May 2021 **High School Diploma, Cum Laude Society**

- Activities: Resident Leader, Academic Honors Board, Managing Editor of *The Harmonite*, Korean-Student Association President

## PROFESSIONAL EXPERIENCES

Jul 2024 - **V&S Investment**, South Korea

Sep 2024 **Investment Summer Analyst**

- Built Discounted Cash Flow (DCF) and Trading Comps models to determine valuations of mid-cap stocks across IT, manufacturing, and real estate sectors, directly influencing investment decisions for a \$1B+ fund.
- Communicated with C-suite executives through conference calls and analyzed macroeconomic indicators to identify key risks and opportunities, ensuring alignment with the fund's strategic objectives.
- Authored detailed investment memos with actionable recommendations, resulting in the inclusion of high-performing undervalued stocks in the portfolio.

Nov 2022 - **Republic of Korea Army**, South Korea

May 2024 **Sergeant, Squad Leader (Field Artillery Combat Medic)**

- Directed a team of 10+ soldiers, ensuring the efficient operation of a Battalion Aid Station and delivering medical support to 1,000+ personnel annually.
- Streamlined logistics operations, improving medical supply chain efficiency by 20% using Excel-based inventory tracking systems; received the Brigadier General Commendation for exceptional leadership and contributions.

Aug 2022 - **Korea Venture Investment Corporation (KVIC)**, South Korea

Nov 2022 **Venture Capital Investment Intern**

- Conducted in-depth market research on biotech industry trends and compiled findings into reports that guided investment strategies for a \$2B+ fund.
- Assisted portfolio companies by refining pitch decks and advising on funding strategies, leading to successful pre-seed funding for two startups.
- Published 3+ articles on Korean venture investment trends and produced video contents that increased the fund's public engagement by 15%.

Jun 2022 - **Obzen (AI Software Startup)**, South Korea

Aug 2022 **AI Research Lab Intern**

- Collaborated on implementing XGBoost AI and statistical inference models to quantitatively analyze marketing strategies; contributed findings to CRM database development.

## EXTRACURRICULAR ACTIVITIES

**Stanford Health Consulting Group** : Conducted ROI analysis on software implementation, demonstrating financial infeasibility of alternatives in infusion-pump operations.

**Charles R. Blyth Fund** : Completed intensive training in valuation techniques, accounting principles, and portfolio management through a 10-week program.

## SKILLS & INTERESTS

**Languages**: Native proficiency in English and Korean | **Technical Skills**: Python, C, C++, R; Microsoft Office Suite

**Certifications**: Financial & Valuation Modeling (*Wall Street Prep*); J.P. Morgan Investment Banking Virtual Internship

**Interests**: Competitive soccer, international travel (visited 10+ countries), DJing

Stanford, CA

Yana Kim

yanakim@stanford.edu

Stanford junior passionate about developing sustainable and resilient real estate using data analytics and technology. Experienced in architectural design, data analysis, and project management applicable to sustainable development.

## Education

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- **B.S. Sustainable Architecture & Engineering (Civil Engineering)**, Stanford University. **2022-2026**
  - **Minor:** Data Science
  - **Relevant Coursework:**
    - Energy Efficient Buildings, Affordable Real Estate and Legal Access, Managing Sustainable Building Projects, Integrated Architecture and Engineering, Architectonics and Urbanism, Urban Design Studio

## Work Experience

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- Intern**                      **New York City Economic Development Corporation (New York, NY)**                      **Summer 2024**
- Created and delivered an Annual Report to the Business Development team, utilizing Python for data analysis to highlight FY2024 KPI trends in key sectors such as tech, green economy, and clean energy.
  - Developed a Python algorithm to efficiently clean and organize databases with critical investor information.
  - Developed materials and presented at NYCEDC property tours to real estate investors and brokers.
  - Assisted with creating promotional materials for NYCEDC's sustainable infrastructure projects and RFPs.

- Intern**                      **Citizen's Housing & Planning Council (New York, NY)**                      **Summer 2023**
- Supported policy analysts in research and writing on current housing policy and planning issues in NYC.
  - Led a significant archival library reorganization initiative, working with historical materials pertaining to housing and planning policy dating back to the 1940s.
  - Developed rebranding materials for a new website and communications sent to over 5,000 members.
  - Attended relevant meetings with peer groups, policymakers, and housing practitioners in NYC.

- Intern**                      **Office of Congresswoman Anna G. Eshoo (Palo Alto, CA)**                      **Winter 2023**
- Provided service to constituents by answering calls, giving referrals to governmental agencies, and opening casework on an internal CRM system.
  - Wrote research memos and drafted congressional letters for the House Committee on Energy and Commerce.
  - Coordinated and trained over 200 high school students in legislative research and advocacy techniques for Congresswoman Eshoo's Student Advisory Board, focusing on key policy issues in energy and healthcare.

## Student Involvement

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- Research Assistant**                      **Stanford Law School**                      **Present**
- Analyze Landlord/Tenant dispute documents containing critical information about evictions in San Mateo County.
  - Conducted data analysis to identify key trends in evictions between 2020 and 2023.
  - Assisted in creating visualizations to report to partnering researchers and the San Mateo County Superior Court.

- Executive Director**                      **Stanford Alternative Spring Break**                      **Present**
- Manage a 120-person organization that sponsors 10 service-focused spring break trips across the U.S.
  - Manage a budget of \$260,000. Strategically allocate funds across trips and programming to maximize impact.
  - Spearheaded a rebranding and publicity campaign, resulting in a 180% increase in applications, with 11% of Stanford undergraduates applying to join the program, the most of any Stanford student organization.
  - Teaching a spring break course in 2025 on sustainable land use and climate resiliency in South Florida.

## Skills

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- Foreign Languages: Russian, French
- Technologies: Python, R, C++, MS Suite, Adobe Suite, Revit, BIM, Tableau
- Other: Data structures and algorithms, Machine Learning, Environmental efficiency calculations, Legal research

## Interests

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- In my free time, I enjoy trying new coffee shops, doodling in my sketchbook, and exploring new cities.

# Shant Koutnouyan

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## EDUCATION

### Stanford University

B.A. in Economics; GPA: 4.03

*Clubs and Activities: Stanford Rugby, Kudla Fund(1 of 12 Partners), Stanford Finance, Blyth Fund, Stanford Real Estate Club*

*Relevant Courses: Multivariable Calculus, Linear Algebra, Introduction to Economics, Programming Methodology, Energy Markets and Policy, Introduction to Statistical Methods for Social Scientists, Game Theory and Economic Applications*

Stanford, CA

2023-exp. Jun 2027

## WORK EXPERIENCE

### Oaktree Capital Management

*Incoming Summer Analyst - Global Opportunities*

Los Angeles, CA

Jun 2025-Aug 2025

- Expected to assist the team in investing primarily in distressed and liquidity-constrained firms across the capital structure

**Calthorpe Group** - aerospace-and-defense-focused private equity firm

Remote

*Investment Analyst*

Apr 2024-Jun 2024; Oct 2024-present

- Sourcing companies in the aerospace and defense sector with \$2-\$50 million in revenue
- Building LBOs and conducting due diligence to recommend appropriate valuations to make minority or majority investments

**Oceanview Capital Partners** - healthcare-and-industrials-focused private equity firm

Los Angeles, CA

*Investment Analyst*

Jun 2024-Aug 2024

- Prepared operating model for the sale of a medical device distribution portfolio company
- Prepared financials, operating model, and pitch deck for a capital raise of a medical software portfolio company
- Led calls with company management and prepared documents throughout the due diligence process
- Analyzed source data of portfolio company to recommend operational improvements

**Atala Financial** - an independent investment and wealth management firm

Los Angeles, CA

*Investment Analyst*

Sept 2021-Jun 2023

- Analyzed financial documents to create in-depth 35 DCF models and research reports
- Led questioning with CEOs and VC firms to perform risk assessment and inform investment in private companies
- Discussed research with the investment team to determine changes in client portfolios

**Ethos Investment Management** - an emerging-market-focused hedge fund

Remote

*Investment Analyst Intern*

Sept 2022-Oct 2022

- Built three statement models and reports on small-cap emerging market equities
- Used proprietary ESG models to determine a company's ESG rating
- Pitched reports to other analysts and partners to recommend purchases or sales of equities

**Cyprus Securities and Exchange Commission (CySEC)** - the financial regulatory agency of Cyprus

Nicosia, Cyprus

*Risk Analytics and Data Intern*

Jun 2022

- Created interactive visual presentations on SAS Visual Analytics software to determine which companies were at the highest risk of breaching Anti Money Laundering (AML), Governance, Conduct, or Prudential guidelines
- Analyzed CySEC's internal risk using the ISO 31000 International Risk Management standards

**Cents.** - an equity research firm

Remote

*Coverage Analyst*

Dec 2021-Jun 2022

- Authored eight research reports, including industry primers and earnings review reports on homebuilders, energy, and semiconductors
- Created and revised forecasts for construction volumes and home prices by tracking the housing sector for three months

**My 360 Wealth Management** - a financial planning and wealth management firm

Los Angeles, CA

*Equity Research Analyst Intern*

Jun 2020-Aug 2020

- Analyzed more than 20 companies on a qualitative and relative valuation basis

## EXTRACURRICULAR ACTIVITIES

**Bejanian Martial Arts** - a mixed martial arts studio

Glendale, CA

*Assistant Instructor*

2017-2022

- Practiced mixed martial arts for 13 years
- Taught and assisted over 200 students across various age groups and skill levels for over five years

**Young Investors Society** - an international nonprofit aiming to increase financial literacy among youth

Los Angeles, CA

*Student Advisory Board: West Coast Vice President*

Jul 2022-Jun 2023

- Oversaw over 150 YIS chapters, working to increase financial literacy, particularly in underserved communities

## SELECTED AWARDS

- 2022 Young Investors Society International Stock Pitch Competition - 1st Place out of over 300 teams from 9 countries
- 2022 Korea Youth International Investment Competition - 2nd Place out of 245 participants from 6 countries

## ADDITIONAL INFORMATION

**Test Scores:** ACT: 35

**Computer Skills:** Excel, Financial modeling

**Languages:** English (fluent), Armenian (native)

**Hobbies:** Running, Poker, History, Fantasy Sports, Skiing

# MRITYUNJAY KUMAR

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## EDUCATION

### Stanford University

Bachelor of Science in Computer Science and Engineering

Stanford, CA

Graduation Date – Sep/2028

**Minor:** Mathematics

Relevant Coursework: CS 106A , Math 21, Psych 1

### High School - Sainik School Tilaiya

GPA: 97/100, Rank- 1/120

Jh, INDIA

Graduation Date— Mar/2024

### Academic Honors

2x Gold Medalist, National Essay Competition, Appreciation letter from the Prime Minister of India

7x Principal's Medal of Academic Excellence( 1st in 60 years of school history)

3x Gold Medal of Distinction in Cyber, Science, and Mathematics Olympiad; Authored a book 'One More Truth'

Stanford University: 1st student from the state and 1st student in 60 years of school history to join Stanford University

Awarded 100% scholarship by Stanford University( Only student from India)

## TECHNICAL PROJECTS & EXPERIENCE

### Sainik School Tilaiya

Student Software Intern and Community Advisor

Jh, INDIA

Summer 2023

- Collaborated with IITES web developers to design and implement an online fee payment portal and a result management system for the entire student body.
- Coordinated with school administration and technical teams to ensure the system's full integration with existing infrastructure.

### Stanford Undergraduate Research Association

Researcher, Professional Development Committee Member

Stanford, CA

Sep/2024 - Present

- Actively applying to contribute to committees focusing on computer science and Artificial Intelligence . Collaborating with interdisciplinary teams to explore innovations at the intersection of technology, AI, and materials science.
- Drive cross-disciplinary research by integrating advanced algorithms with AI research.

## LEADERSHIP/COMMUNITY SERVICE

### SWADHAYA

Founder, President

Jh, INDIA

May/2023 - Aug/2024

- Founded Swadhaya to provide education to rural students with no prior exposure to formal learning. Recruited volunteers from my high school to teach over 720 students across multiple villages.
- Developed tailored curricula focusing on foundational subjects like math and reading. Led efforts to secure resources, teaching spaces significantly improving literacy. (Appreciation Certificate from Central Government )

### National Cadet Corps

Leader

Jh, INDIA

May/2017- Mar/2024

- Led national initiatives with the NCC, promoting cleanliness drives, planting over 3,000 trees, and raising awareness about critical social issues such as cancer prevention, organ donation, and the importance of universal education.

**More:** School Captain( 1 year); Worked with rural women to provide safe and affordable pads in rural India(Appreciation Certificate from Central Government ;Tutored Computer Science & Maths to 150 students, Trained as a cadet for 7 years.

## SKILLS & INTERESTS

- Programming Languages: Python, SQL
- Databases: MySQL
- Leadership: Project management, team collaboration, strategic vision and execution
- Languages: Fluent in English, Hindi, Urdu, Sanskrit(Read and Write)

**EDUCATION**

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**Stanford University** | Major: Symbolic Systems (Computer Science + Cognitive Science) Anticipated Grad Date: June 2028

- *Fall Intern and Fellow*, Stanford WiCS (Women in CS) | *Reporter*, The Stanford Daily | *Member*, Stanford Birdwatching Club
  - Past leadership: Founder/tutor of UNLV WiSE (Women in Science and Engineering), Co-Founder/President of CCSD SEL (Social-Emotional Learning) Board
- Coursework: Programming Methodology, Programming Abstractions, Computer Organization and Systems, Linear Algebra, Multivariable Calculus, Integral Calculus of Several Variables

**Honors & Awards:** NCWIT BofA Aspirations in Computing National Winner | Science Olympiad 3 National Medals in Experimental Design | Gates Scholar | Rogers Scholar | Stanford Engineering Academy Scholar | National Merit Scholar**EXPERIENCE**

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**Software Design & Development Intern**

January 2024 - July 2024

Lalaith Astor Technical Consulting House | Las Vegas, NV

- Developed 2 MVP Microsoft 365 Power Apps using Power Fx to automate workflow for Personal Time Off (PTO) requests between federal managers/employees. Integrated user-centered designs, security features/groups, & connected multiple apps to one database.
- Trained on company software development process from application mapping to post-testing documentation. Learned to communicate effectively between developers, testers, and security personnel.
- First intern in group to have application presented to stakeholders and approved for company testing.

**Computer Vision & AI Programming Intern**

June 2023 - August 2023

Stanford Electrical Engineering Department | SHTeM Research Program | Palo Alto, CA

- Worked under a graduate researcher in optimization AI. Developed self-learning AI using Google Colab by pre-training a general TensorFlow-coded model on recognizing patterns in limited, unlabeled biomedical image data.
- Adjusted neural network architecture throughout the analysis of accuracy, overfitting, and labeled vs unlabeled data between supervised and self-learning models. Analysis functions imported from Matplotlib, Numpy, and Pandas.
- Comparisons on littleNtrain (overfitting, validation accuracy, loss) and Ntrain (amount of unlabeled data) variables prepared AI to recognize visual patterns so the recognition ability can be used with labeled data afterward.
- Final research paper published in Stanford SHTeM Research Journal. 277,524+ images in full dataset.

**Research Assistant**

May 2022 - August 2022

UNLV Psychology Department | Auditory and Cognition Development Lab | Las Vegas, NV

- Programmed tools & managed participant data on the Filemaker database engine, visualized data for pilot studies with SPSS Statistics on the data management team, and recovered 50+ files for a graduate Perceptual Learning Study by auditing all computers in the lab.
- Developed both the front-end and back-end of a Java program to manage reward systems for all participants.
- Made daily calls, scheduled events, and completed procedural checklists between the lab and participants.

**Researcher**

January 2022 - April 2022

UNLV Computer Science Department | OUR Research Program | Las Vegas, NV

- Built a Python-coded convolutional neural network with a team of 4 other students and 1 graduate research mentor to develop an AI image classifier of algae blooms (~95% accuracy) - presented in Spring Undergraduate Research Symposia.

**Participant**

July 2022

Stanford Physics Department | SPINWIP (Inspiring Women in Physics) Program | Palo Alto, CA

- Worked with a graduate mentor to code Python physics-based projects on quantum computing, astrophysics, and cosmology.

**Student Participant**

June 2021, June 2022 - July 2022

Girls Who Code (GWC) Summer Immersion and Self-Paced Program | Online

- Attended mentor lectures, programmed websites using HTML, CSS, JavaScript, and Python, coded cybersecurity programs, and learned UX design basics.

**SKILLS**

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Python | Java | C++ | HTML/CSS/JavaScript | SQL | C# | Unity Game Engine | SPSS

# Roger Lu

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## EDUCATION

### Stanford University

Stanford, CA

Bachelor of Science in Computer Science (*Concentration: Artificial Intelligence*)

Expected June 2027

Minor in Slavic Languages and Literatures (*Russian Language Subplan*)

- **GPA:** 3.984
- **Relevant Coursework:** Design and Analysis of Algorithms, Computer Organization and Systems, Programming Abstractions, Linear Algebra, Multivariable Calculus, and Modern Applications
- **Clubs & Societies:** Alpha Epsilon Pi, Business Association of Stanford Entrepreneurial Students (Director of Alumni Relations), Stanford Treehacks, Stanford Blyth Fund, Stanford Talisman

### Phillips Academy

Andover, MA

- **GPA:** 5.70/6.0 (Equivalent of a 4.21/4.0)

June 2023

## EXPERIENCE

### House of Representatives

Washington D.C.

Legislative Intern

Jun 2024-Aug 2024

- Drafted sections of congressional bills relating to cybersecurity in the context of homeland defense
- Authored memos on bills and other policy initiatives like the Cybersecurity Grants for Schools Act to inform the congressman on tech policy suggestions
- Presented notes on House and Senate committee hearings pertaining to cybersecurity, financial services, AI regulation, and strategic competition between the U.S. and China

### iFly.vc

Remote

Venture Capital Intern

Jul 2023-Sep 2023

- Evaluated potential investments based on market size, competitive edge, consumer trends, company leadership, and overall fit respective to other portfolio companies
- Conducted research on accelerators and seed stage startups focused on consumer technology and E-commerce across the nation
- Attended demo days (Plug and Play, Beta University) and filtered important company characteristics from numerous pitches
- Built automated systems for cold-calls and pitch deck submissions

## AWARDS

Goldman Sachs Virtual Insight Series

Spring 2024

NSLI-Y Merit-Based National Scholarship

Summer 2021 and 2022

USACO (USA Computing Olympiad), Passed Bronze Division

Winter 2020

**Other Awards:** New England Olympiada of Spoken Russian Gold Medal and 1st Place in Non-Heritage Speaker Division (2022), International History Olympiad Two Bronze Medals and 9th Overall (2022), AP Scholar With Distinction Award (2023, 2022, 2021), National Spanish Exam Gold Award (2020)

## SKILLS

**Technical Skills:** Python, C/C++, Swift, Java, ReactNative, Web Development (HTML, CSS, JavaScript), Microsoft Office

**Languages:** Fluent in English & Mandarin, Professional Proficiency in Russian, Conversational Proficiency in Spanish, French, and Japanese

# Jaiden McDaniel

Stanford, CA 94305 | (720) 908-5043 | jaidenmc@stanford.edu

## EDUCATION

### Stanford University

Bachelor of Science (Anticipated Symbolic Systems) GPA – 3.84

Relevant Coursework: Computer Science, Symbolic Systems

Stanford, CA

Expected June 2027

### U.S. Department of State Critical Language Scholarship Program

Korean language program

Busan, KR

June-August 2024

### Virginia Western Community College

Regional Academy Program: Engineering and Health Sciences

Roanoke, VA

National Merit Scholar

August 2021-May 2022

## PROFESSIONAL EXPERIENCE

### Manifold Mining

Cryptocurrency Repair Technician

New Castle, VA

September 2021-June 2023

- Diagnosed and repaired cryptocurrency mining hardware, ensuring optimal performance and efficiency
- Conducted routine maintenance and troubleshooting on ASIC miners, addressing hardware failure and optimizing hash rates
- Processed received inventory

### Craig County Rescue-EMS

Emergency Medical Technician

New Castle, VA

August 2022-Present

- Provided immediate and life-saving medical intervention to individuals in emergency situations, assessing and stabilizing patients on site
- Administered basic life support techniques, including CPR, defibrillation, and airway management, in accordance with national and local protocols
- Collaborated with other healthcare professionals and emergency services to ensure seamless patient care and transfer to medical facilities

## ADDITIONAL EXPERIENCE

### Dalai Lama Fellowship

Dalai Lama Fellow, 2024 Cohort

Stanford, CA

August 2024-Present

- Leading a compassion-driven project focused on ethical leadership and community impact (ongoing).

### Intersect Journal

Editor for Intersect: The Stanford Journal of Science, Technology, and Society

Stanford, CA

September 2023-Present

- Edited scholarly submissions, coordinated peer reviews, and ensured publication quality for a multidisciplinary academic journal.

### Stanford Daily

Journalist for the Equity Project

Stanford, CA

September 2023-Present

- Conducted interviews with students, faculty, and staff to gather perspectives on equity-related topics

### Skills and Certifications

- Bitmain ASIC Antminer Repair Certified
- FEMA NIMS Certified
- Latin Proficiency

# KEVIN PAN

The Woodlands, TX 77382 | pankevin@stanford.edu | (936) 900-3990 | linkedin.com/kevin-y-pan

## EDUCATION

**Stanford University**, Stanford, CA

Expected Graduation: June 2027

Majors: B.S. Computer Science, B.A. History

GPA: 4.0/4.0 | SAT: 1560

## EXPERIENCE

**Indus Growth Fund, Remote - Search Fund Private Equity Fall Intern**

September 2024 – Present

- Perform due diligence, strategic outreach, and financial modeling on potential lower middle market B2B SaaS acquisitions (\$3-5M ARR), utilizing Capital IQ and PitchBook to identify acquisition candidates with target EBITDA margins and valuations
- Research 10+ verticals including payroll and supply chain software identifying growth potential, tailwinds, and competitive dynamics

**Southwestern Energy, Houston, TX - Finance and Trading Summer Intern**

June 2024 – September 2024

- Analyzed natural gas futures price data and fundamental factors like weather daily, contributing to team's weekly price and market volatility report presented to C-suite executives, ensuring market awareness during \$24B company merger
- Developed quantitative models using Excel to forecast natural gas supply-demand dynamics in the Eastern US with 98% accuracy to help refine company trading strategy and improve profitability and market responsiveness
- Conducted in-depth research on natural gas industry's emerging growth levers of AI data center expansion and increasing demand for LNG exports. Presented recommendations on optimal strategies for capitalizing on demand growth to long-term traders

**Graduate School of Business, Stanford, CA - Research Assistant**

April 2024 – August 2024

- Developed regression model using Excel and Stata to determine effects of armed conflict on small business creation globally for working paper under Organizational Behavior lab. Synthesized large datasets of 8M+ rows, transforming complex data into clear visualizations
- Implemented rigorous data validation processes via Excel to ensure 100% accuracy when merging large-scale datasets. Collaborated with and incorporated feedback from professor to refine model and synthesize findings effectively

**Stanford Consulting Student Group, Stanford, CA**

**Project Director**

June 2024 – Present

- Elected to project director within a year where I lead and mentor a team of 6 while developing community and sourcing paid client cases

**Senior Consultant/Consultant**

November 2023 – June 2024

- Selected as 1 of 20 consultants (~6% acceptance). Performed extensive market research and competitor analysis to determine customer acquisition costs and go-to-market strategy for EV charging startup. Calculated unit economics of client to assess future profitability
- Collaborated on primary research via cold outreach to 500+ managers and engineers at GM, Tesla, and Stellantis to benchmark efficiency of client's (Big Three automobile manufacturer) talent acquisition and software development capabilities

**Nabors Industries, Houston, TX**

**Data Analyst Summer Intern**

June 2023 – August 2023

- Developed Excel-based financial assumptions to project impact of proposed \$6M+ drilling partnership on income statement and balance sheet. Modeled base, optimistic, and pessimistic scenarios to reflect potential volatility
- Forecasted EOY income statement assumptions, including revenue growth from revenue-sharing aspect of partnership and increases in operating expenses (payroll and equipment). Based forecasts on historical data and benchmarking against similar industry deals

**Software Engineering Summer Intern**

June – August 2021, 2022

- Full-stack development of internal software tool using Python, SQL, and HTML/CSS to automate data retrieval and visualize real-time data on engineers' dashboards, eliminating manual queries and increasing operational efficiency, with 82% reduction in data analysis time

## LEADERSHIP AND ACTIVITIES

**Stanford Finance – Analyst**

November 2024 – Present

- Creating a 5-year DCF model for Apple using the perpetuity growth method and a sensitivity analysis on price-per-share. Performing growth rate vs. WACC sensitivity analysis on Microsoft's implied price-per-share
- 1 of 30 students selected (~11% acceptance) to attend exclusive networking events and workshops to prep analysts for finance careers

**Stanford Sustainable Investment Group – Founding Team, Analyst**

May 2024 – Present

- Spearhead launch of inaugural \$100k student-led venture fund investing in climate-tech. Develop investment thesis, while supporting fundraising and partnership development with climate-tech VCs, Stanford alum, Doerr School of Sustainability, and founders

**Charles R. Blyth Fund - Analyst**

January 2024 – Present

- Conduct in-depth financial analysis, develop valuation models, and identify potential investments for \$290k+ AUM student-run portfolio, while pitching stocks (ICE, MTCH) and participating in group decision-making to contribute to fund's long-term growth

## SKILLS AND INTERESTS

- Microsoft Excel, PowerPoint, Stata, SQL, Power BI, Python, C, C++, Java, Grata, Capital IQ
- Houston Rockets/Texans, Notre Dame Football, Colonial/Roman History, Country Music, Historical Films, Travel Vlogging

# SAY PAW

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## EDUCATION

**Stanford University** **Stanford, CA**  
**Candidate for Bachelor of Arts in Economics** Expected Graduation Date: *June 2026*  
**Relevant Coursework:** Economic Analysis, Foundation Of Finance, Chinese Economy, The Urban Economy  
**Awards:** McKinsey Forward Program 2024 | AmplifyME Finance Accelerator 2024 | Dell Scholars

## PROFESSIONAL EXPERIENCE

**Stanford Federal Credit Union** **Palo Alto, CA**  
**Bank Secrecy Act/Fraud Analyst** *Jun. 2024 - Aug. 2024*

- Analyzed approximately 35 altered checks daily, detecting and preventing fraudulent activities such as account takeovers and identity theft, safeguarding member assets
- Investigated suspicious account activity and collaborated with chief financial officers to ensure adherence to the Bank Secrecy Act, reducing financial risks and maintaining regulatory compliance

**Sustainable Stanford** **Stanford, CA**  
**Data Analyst** *Sep. 2023 - Aug. 2024*

- Conducted comprehensive waste audits on Zabble Zero, analyzing recyclable and compostable waste percentages while leveraging Qualtrics, Google Sheets, and Excel to evaluate data and drive insights
- Assessed behavioral changes pre- and post-system implementation, collaborating with Stanford campus stakeholders to advocate for zero-waste initiatives and presenting findings to key decision-makers to drive sustainability goals

**Storage Scholars** **Stanford, CA**  
**Co-founder** *Mar. 2023 - Nov. 2023*

- Directed innovative business and sales strategies, including marketing campaigns and customer service initiatives, resulting in the acquisition of over 80 new customers and a 25% revenue increase within the first year, enhancing brand reputation and customer loyalty
- Led a motivated team in executing labor-intensive operations, driving a measurable improvement in customer satisfaction and operational efficiency during the same period

**The Municipal Forum of New York** **New York, NY**  
**Public Finance Intern** *May. 2022 - Aug. 2022*

- Partnered with Future and Options through the Municipal Youth Education Fund to explore the municipal finance industry, completing weekly assignments and projects analyzing debt profiles and preparing sales memos to support financial planning efforts
- Evaluated NYC capital budgets and financial statements of various municipal bonds to prepare sales memos, Request for Proposal responses, and pricing spreads, contributing to data-driven decision-making and pricing strategies

## EXTRACURRICULAR EXPERIENCE

**JPMorgan Chase's Career.edYOU Academy** **Virtual**  
**Honors Graduate** *Sep. 2023 - Nov. 2023*

- Successfully navigated all program courses, gaining profound insights into organizational dynamics, cultural nuances, and internship prospects, while honing a spectrum of professional competencies and expanding connections within recruitment and financial sectors

**Personal Trading** **Virtual**  
**Independent Investor** *Sep. 2023 - Present*

- Practiced trading strategies using MetaTrader 4, contributing to enhanced market analysis skills, while actively managing a Roth IRA with maximum annual contributions and maintaining a high-yield savings account for financial growth and liquidity

## SKILLS

- Professional Organizations:** Scholars of Finance, Stanford Career Education, Peer Facilitation Program, Stanford Alumni Association, Stanford Summer Conferences, Research Assistants for Dr. Michele Gelfand
- Proficient:** Microsoft Office (incl. Excel, PowerPoint), Google Sheet, Zabble, Qualtrics, English, Karen
- Interests:** Girls that Invest Podcast, Volleyball, Nature Enthusiast, Thrifting

## RAHUL MALIACKAL REJEEV

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<b>Stanford University - Computer Science &amp; Public Policy</b>	Graduate ~ 2028
<b>Washington High School, Fremont, CA,</b>	Aug 2022 - Jun 2024
<b>Barclay Academy, United Kingdom</b> <i>Valedictorian Class 2022</i>	Dec 2020 - Jun 2022

**SAT:** 1540 ♦ Math 800 ♦ EBRW 740

**AP Courses (Exam):** Calc BC (5), Comp Sci A (5), Physics 1 (5), Physics C (5), Macroecon, Stats, Multivariable, Linear Alg, Chem, Literature, Psych, US Gov

**GCSE (Exam):** Math H (9), Biology A (9), Chemistry A (9), Physics A (9), English Lit (9), English Language (8), History B13 (9), Spanish H (7), Film Studies (9)

### COMPUTER PROGRAMMING AND DEVELOPMENT EXPERIENCE

**Software Engineer Volunteer Intern, AccesSOS** June 2023 - Present

- Developing and troubleshooting an app to allow deaf users and victims of domestic abuse to send messages to 911 call centers
- Built based on collecting user location data and formatting information to be sent
- Developing the company page and incorporating an interactive map of counties that currently are text-to-911 enabled using FCC and Company data

**Software Engineer Intern, Oak Park Business Association** June 2023 - Jan 2024

- Developing an app for the Business Association of Sacramento to handle requests and queries from residents
- Building dashboards for users and maintenance crews

**Founder, Gig** June 2022 - Present

- Creating a website to connect teens and gig workers to local jobs
- Allows organizations to post jobs and students to create accounts with resumes and apply for local positions

**Lead Programmer, Student-Led Vex Robotics Team** Aug 2022 - May 2024

- Developing autonomous functionality and object detection with a vision sensor
- Amaze Award in Vex Robotics Tournament (Nov 2022)
- Qualified for state championships (Mar 2023)

### OTHER LEADERSHIP EXPERIENCE

**Eagle Scout, Boy Scouts of America, Troop 132** April 2017 - April 2024  
**Senior Patrol Leader**

- Plan, lead, and represent 80 scouts in meetings, outings, and council-wide events.
- Collaborate with the adult leadership council to ensure the troop runs smoothly
- Teach outdoor skills
- Guide scouts in gaining rank and mentor lower-ranked scouts

**Vice President Student Council, Washington HS** Aug 2020 - Nov 2020

- Hosted events, managed class social media, and planned Spirit Week activities
- Elected to position by peers; resigned due to family relocation to England

## WORK EXPERIENCE

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- Guest Service Representative, Boudin Bakery** May 2023 - Mar 2024
- Administer and process orders, serve customers, prepare food, and clean the restaurant.

## RESEARCH & SPECIAL PROJECTS

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**Computational Investigation of Berberine Derivatives and Their Binding Affinities to Anti-Parallel DNA G-Quadruplex** (ASDRP) May 2020 - Aug 2020

- Children: Left Behind by Suburbia** September 2023
- Authored an article on the negative effects of American urban planning on children.
  - Collaborated with planners from Emerging New Urbanists(ENU)
  - Over 8000 readers, featured on the front page of Y-Combinator blog

- 7th Annual Research Conference** (miRcore) August 2020
- Poster Presentation on the effects of opioids on dorsal root ganglion gene expression in *Rattus norvegicus*

## COMMUNITY SERVICE AND OTHER ACTIVITIES

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- Robotics Workshop for Special Needs Students** August 2022
- Hosted a 4-week program for twelve 12-18-year-old students with disabilities and special needs at the Friends of Children with Special Needs on how to use and code LEGO Robotics kit, w/ custom lessons per student

- Young People Research Advisory Group (Uni of Hertfordshire)** March - June 2022
- Helped design and gave input on apps and tools created for community impact
  - Designed patient information sheets for families
  - Disseminated research project findings to parents, young people, and clinicians

- Volunteer Tutor, Centerville Jr High, and Washington HS** Oct 2022 - Jan 2023
- Tutored 12 middle students, 1X/week in common core 3/pre-Algebra
  - Sole Washington HS student tutoring peers in the Math Center

## AWARDS AND HONORS

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- Rensselaer Medal: Top Science & Math Student Class of 2024** May 2023
- National Merit Commended Scholar** Sept 2023
- AP Scholar of Distinction** July 2023
- Semi-Finalist Qualifier, NASA-Future Engineers Mars Medical Challenge** Feb 2017

## SPECIAL SKILLS

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- Technical:** Proficient in JavaScript, Python, React.js, Java
- Language:** English (fluent), Malayalam (fluent), Spanish (Proficient)

**ELLIE SAMPSON**984-269-2097 | [esampson@stanford.edu](mailto:esampson@stanford.edu)<https://www.linkedin.com/in/ellie-sampson-580a8a199/>

603 Alden Bridge Drive Cary NC 27519

**EDUCATION**

Stanford University

*Bachelor of Science, Computer Science, June 2027*

GPA: 4.1/4.3

Relevant Coursework: Introduction to Optimization, Principles of Data Science, Programming Abstractions, Mathematical Foundations of Computing, Integral Calculus of Several Variables, Probability for Computer Scientists, Translational Bioinformatics

Green Level High School, Cary, NC, June 2023

Awards: National Merit Finalist, AP Scholar with Distinction, All-State volleyball team and state MVP

**RELATED EXPERIENCE**

Sylvan Learning Center, Chapel Hill, NC

Tutor, March 2023 - August 2023, June 2024 - September 2024

- Instructed students in courses ranging from kindergarten reading to SAT/ACT preparation
- Facilitated growth of the center from two tutors at its opening to over six today

Private Tutor, August 2021 - present

- Organized lesson plans, communicated with students and parents, and scheduled instruction
- Achieved student goals in their courses and exams such as SAT improvement by over 100 points

**ACTIVITIES**

Stanford University, Varsity Beach Volleyball Team, September 2023 - June 2027

- Achieved highest ever team ranking and fourth straight NCAA Championship appearance in 2024

Stanford Public Interest Technology Lab, govTech team member, April 2024 - June 2024

- Communicated with members in weekly meetings to build technologies with industry partners

**SKILLS**

Programming in Python, C++, and Java. Data analysis and machine learning using Python and the Pandas and SciKit-Learn libraries. Teaching, presentation, and teamwork skills. Strong math experience.

**PROJECTS**

Anti-Eviction Mapping Project Web Scraper Development, Spring 2024

- Programmed a tool to scrape eviction information from Alameda County's public databases
- Provided progress updates in meetings with leadership from the Anti-Eviction Mapping Project
- Individual contributions: Selenium installation and WebDriver implementation

NIH Grant Mock Proposal, Spring 2024

- Developed a proposal to use a graph neural network on new data for drug repurposing research
- Presented ideas to the teaching team and class in the form of an NIH grant proposal with Q&A time
- Individual contributions: research on prior work using graph neural networks for drug repurposing

Analyzing Car Accidents in New York City, Winter 2024

- Visualized data from New York City's Vision Zero project to reduce car accidents
- Presented analysis results and suggestions for improvement of the program in a poster session
- Individual contributions: geospatial analysis of accident causes using GeoPandas

# Shreyas Sharma

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## EDUCATION

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### Stanford University

Stanford, CA

- B.S. in Computer Science. Track: Artificial Intelligence. **GPA:** 3.94/4.00. *Expected June 2026*
- Coursework: NLP with Deep Learning\*, Operating Systems, Algorithmic Game Theory\*, Data Structures & Algorithms in C++, Computer Systems in C, Decision-making Algorithms\*, Linear Algebra & Multivariable Calculus. (\* = Graduate-level coursework).

## EXPERIENCE

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### Subject

Los Angeles, CA

*AI Engineering Intern*

*June - Sep 2024*

- Developed AI-powered guided notes generator, reducing task time for teachers by 92% on average.
- Led full-stack implementation of an AI homework helper for thousands of students, reducing average response times from 36 hours to instantly. Conducted extensive red-teaming and prompt engineering to prevent help abuse.
- Automated script-production for 5 new Subject courses using chained LLM API calls and RAG, increasing Senior Curriculum Manager's throughput by 200x, and landing new customer contracts.
- Designed a Figma-to-Colab-Notebook workflow that doubled the PM feedback-implementation cycle speed. Implemented semi-reproducible evaluations despite qualitative data via a custom LLM-as-an-evaluator framework.

### Hushh AI

Kirkland, WA

*Software Engineering Intern*

*July - Sep 2023*

- Fine-tuned OpenAI's CLIP model on custom dataset, resulting in semantic search over catalog capabilities
- Developed intelligent clothing recommender system on top of FashionCLIP embeddings in Python.
- Pitched 7 new product features to founders that improves product recommendations and granularity of customer data. Designed UI, wrote technical PRD, and led features from conception to developer hand-off.

## PROJECTS

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### Efficient Translation of Natural Language to First-Order Logic:

- Project link: <https://tinyurl.com/nl2fol-distillation>
- Fine-tuned CodeLLaMa-7B using Google's SBSD method, outperforming 5-shot GPT-3.5 on natural language to first-order logic (NL-FOL) translation tasks, which are crucial for downstream general reasoning tasks.
- Conducted error analysis and ablation studies, identifying potential to reduce training data by 70% while maintaining competitive performance.

### Spotify Track Popularity Predictor:

- Project link: <https://github.com/shreyassharma1/spotify-popularity-predictor>
- Trained ML model to predict hip-hop track popularity using audio features including timbre vectors from the Spotify Web API, lyrics using the MusixMatch API, and artists' early life information by scraping Wikipedia using BeautifulSoup.
- Preprocessed data using TF-IDF vectorization and one-hot encoding. Conducted model selection by running experiments with various classifiers and conducted hyper-parameter tuning with GridSearchCV.

# Shreya Sinha

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## EDUCATION

### Stanford University

*Bachelor of Science in Computer Science and Classics*

Stanford, CA

Sep. 2023 – June 2027

## EXPERIENCE

### Stanford Management Company (Endowment)

*Real Estate Investment Intern*

June 2025 – August 2025

*Redwood City, California*

- Will complete rotations through Finance and Lease Administration, Asset Management, Acquisitions, Development, and other teams, undergoing excel training and assisting in transactional and operational analyses.
- Interns will provide broad analytical support for SRE and assist the Associate and Analysts on the annual valuation of SRE's portfolio of assets. They will prepare portfolio value-creation analyses, attend and report on earnings calls for Stanford's portfolio of tenants, and complete a summer long asset management value creation analysis.

### Presidio Scholars Intern

*Presidio Bay Ventures*

May 2024 – August 2024

*San Francisco, CA*

- Participated in a selective 10-week real estate development program involving workshops and site development projects which culminate in a case-study capstone project.
- Gained an in-depth introduction to real estate finance and view of the Bay Area's development industry. Competed against teams across the San Francisco Bay Area and won the final investment pitch.
- Worked with over 20+ industry professionals from firms such as CBRE, Swinerton, Hines, Prologis, etc. in order to develop a mixed use building case study for the Anchor Steam Brewery.
- Built a proforma to ensure the development's feasibility and explain project returns. Secured a developer profit of \$133,721,408 with a 19% IRR to justify the development model.

### Real Estate Finance Training Participant

*Eastdil Secured*

June 2024

*Eastdil Secured*

- Participated in a training program involving workshops on the following topics:
- Basic real estate finance concepts, fundamentals and principles.
- General Excel and real estate financial modeling training.
- Developed an understanding of commercial real estate fundamentals in order to grasp the industry's technical aspects and become a more proficient analyst.

### Software Developer Intern

*C Spire Corporate*

June 2023 – August 2023

*Ridgeland, MS*

- Worked in backend development resulting in the deployment of an automated customer referral rewards program. Primarily worked with JSON data formats for the automation of several IT back office processes. Coordinated two phishing campaigns. Planned QA tabletop alongside security managers; took notes as tabletop secretary for the CISO to document company's incident response strategy for compliance.

## RELEVANT COURSEWORK

### Computer Science | *Human-Computer Interaction*

September 2023 – June 2024

- CEE 246B (Spring): Real Estate Development and Finance – Pro-forma and Financial modeling, with a special emphasis on development in Real Estate
- MSE 140 (Spring): Accounting for Managers and Entrepreneurs – The principles of financial and cost accounting, design of accounting systems, techniques of analysis, and cost control.

## SPECIAL PROJECTS AND ACHIEVEMENTS

### NAIOP | *Scholarship*

June 2024

- Argus Certification

### NCWIT Aspirations in Computing National Award | *Jane Street*

May 2023

- 1 of 400 awardees selected from over 3,300 applicants across the nation. Only national placement from Mississippi. Invited to Jane Street's office for a special NCWIT day in 2023.

# Olivia Taylor

143

otaylor@stanford.edu | (973) 255-9464 | [www.linkedin.com/in/olivia-taylor0](http://www.linkedin.com/in/olivia-taylor0)

## EDUCATION

### Stanford University

Stanford, CA

B.S. in Computer Science (Artificial Intelligence track), Minor in Modern Languages

Sep 2023 – Jun 2027

- **GPA: 3.85** | **Relevant Coursework:** Linear Algebra and Multivariable Calculus, Discrete Math and Complexity Theory

### Universidad de Salamanca

Salamanca, Spain

Independent Study Abroad

Aug 2024 – Sep 2024

- **GPA: 4.0** | **Coursework:** Spanish for Business, Oral Communication, Spanish Language, Spanish and Latin American Cinema
- Enrolled directly with university (no US-based program or cohort) and lived in student residences with Spanish university students

### The Pingry School

Basking Ridge, NJ

- **GPA: 4.05** | **ACT: 36/36**

Sep 2019 – Jun 2023

## WORK EXPERIENCE

### McKinsey & Company

New York, NY

Incoming Sophomore Summer Business Analyst

Starting June 2025

- Selected for strategy consulting internship in McKinsey & Company's New York City headquarters
- Will join consulting teams on client engagements to address strategic business challenges across diverse industries

### Jane Street Capital

New York, NY

Software Engineering Fellow

Jun 2024 – Aug 2024

- **1 of 14** nationally selected for **8-week** software engineering fellowship with focus on proficiency in SWE concepts and OCaml
- Won **1st place** in high frequency trading competition on mock exchange with **5 asset classes** using custom-built trading bot
- Built sports betting prediction engine to determine optimal bets and wager amounts for La Liga for **3-week** final project
- Trained ML model using TensorFlow achieving **20% returns** on 2023/2024 season with scraped database of **3000+ games**

### Bregal Sagemount

Palo Alto, CA

Private Equity Analyst

Jan 2024 – Jun 2024

- Developed standardized sourcing process for upper-middle market private equity firm with **\$7B AUM**
- Sourced and established communication with **30+ potential investments**, doubling previous response rate
- Reported directly to founding partner in-person at Palo Alto office weekly and worked remotely with associates in NYC office

## EXTRACURRICULAR EXPERIENCE

### Stanford Finance

Stanford, CA

Chief Financial Officer

Nov 2023 – Present

- Manage long-term budget through setting spending objectives, securing necessary funding, and onboarding corporate sponsors
- Administer **10 accounts** that compose the yearly budget, allocate funds appropriately, and issue timely reimbursements
- Handle executive board responsibilities including interviewing potential members and mentoring 2 new analysts

### Charles R. Blyth Fund

Stanford, CA

Equity Analyst

Jan 2024 – Present

- Manage **\$300k** of Stanford's endowment in student-run investment fund in portfolio groups of **7 analysts**
- Conduct in-depth market research, analyze company financials, and build DCF models to pitch stocks to the fund quarterly
- Attend weekly stock pitches for various industries and monitor portfolio performance

### Morgan Stanley x Stanford Pre-Business Association Client Project

Stanford, CA

SPBA Project Analyst

Apr 2024 – Jun 2024

- **1 of 9** selected to perform market analysis in collaboration with the Morgan Stanley Private Equity Solutions (PES) team
- Analyzed investment strategies of **7 PE funds** and **200+ investors** on team of 3 led by senior Morgan Stanley associate
- Presented findings on trends in investor composition and investment sources to **30+ members** of the PES team

### Pingry Robotics

Basking Ridge, NJ

Team Captain; Prior: Member of Code Team, Mechanical Team, and Design Team

Jan 2021 – Jun 2023

- Led **20+** person team for 2 years in designing, building, and coding 2 competitive robots per year (**1.5 and 6 feet tall**)
- Competed simultaneously in **2 leagues** (FTC and FRC) and built entirely separate robots for each league
- Won New Jersey FTC State Championship, FTC League Championship, and FRC District Competition as team captain

## ADDITIONAL INFORMATION

**Skills:** Excel, Powerpoint, Machine Learning and Artificial Intelligence, Python, Java, C/C++, OCaml, JavaScript, HTML/CSS

**Activities:** Intramural volleyball, Kappa Alpha Theta sorority, CS106B course helper (Black LaIR)

**Languages:** English (Native), Spanish (Advanced), French (Beginner), Mandarin Chinese (Beginner)

**Programs:** SEO Career, KKR Scholars, Morgan Stanley First Year Enhancement Program, Goldman Sachs Possibilities Summit

# Taryn Thomas

taryntho@stanford.edu | (909)-582-8077 | Stanford, CA

## WORK AND COMMUNITY SERVICE EXPERIENCE

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### **MENTOR California**

**June 2022 – Present**

*Research Analyst Intern and Student Board Member*

*California State*

- Spearheaded initiatives to fuel the quality and quantity of mentoring relationships for youth
- Conducted qualitative research, leading to data-driven recommendations for program enhancement.

### **Ivy Camps USA**

**December 2023 – Present**

*Program Lead*

*International*

- Delivered dynamic STEAM and medicine curricula to K-12 students internationally, incorporating hands-on activities and interactive lessons with PowerPoint to foster engagement and deep understanding.

### **Jane Street, Trading Firm**

**May 2022 – July 2022**

*Business Program*

*Manhattan, NY*

- Navigated a team through a complex business strategy case by identifying emerging trends and opportunities in the proprietary trading landscape, utilizing findings to provide actionable insights

### **State Superintendent of Public Instruction's Youth Advisory Council**

**December 2021 – Present**

*Youth Supervisor for Mentor Advisory Council*

*California State*

- Served on the California Department of Education's Youth Advisory Council, advising State Superintendent Thurmond on youth-related inequality in public education and K-12 health; passage of [Senate Bill \(SB\) 760](#)

### **CareYaya Health Alliance**

**March 2024 – Present**

*Senior Caregiver*

*Santa Clara County*

- Provided care for elderly with Parkinson's disease, Alzheimer's, and Dementia with personalized care plans
- Maintained detailed documentation of client progress, activities of daily living, and any changes in health status

### **Loma Linda University, School of Medicine**

**June 2021 – August 2021**

*Student Researcher*

*Loma Linda, CA*

- Conducted research at the Center for Health Disparities and Molecular Medicine (CHDMM) on non-addictive pain relief medication targeting underserved populations; received STEM excellence recognition Award

## EDUCATION

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### **Beaumont High School (BHS)**

**June 2022**

- Ranked 1 out of 664 students in the graduating class of 2022, Weighted GPA: 4.48, Unweighted: 3.98
- Completed 12 AP classes; First Black Valedictorian in School History, Student Board Member of School District

### **Stanford University**

**June 2027**

- Major in Chemistry, concentration: Neuroscience. Minor: Spanish. Unweighted GPA: 3.5
- Current Emergency Medical Technician (EMT) Student: Training Completion in June.

## AWARDS & HONORS

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**Community Hero**, Riverside County Office of Education  
**Panelist**, Mentoring Matters Conference, MENTOR New York  
**President's Award for Educational Excellence**  
**IERCDC Speech Winner**, Environment Advocacy

**Student STEM Excellence**, STEP Conference  
**RIVCO Exceptional Graduate of the Year**  
**Speech winner**, Cali. Ass. of Resource Conservation  
**Keynote Speaker**, Student Advocacy Conference

## **Maurquez Thompson**

(423)504-2915 (C) Quez04@stanford.edu

**Skills:** Excellent public speaker, adaptable, strong attention to detail, organized and goal oriented

### **Education:**

Stanford University – Expected Graduation Date: May 2027

Brainerd High School – Graduated May 2023: Valedictorian

### **Work Experience:**

#### **Student Office Assistant, Stanford Dean of Students Office (Oct 2023-Present)**

- Provide a professional, helpful, welcoming atmosphere and a positive attitude for faculty, staff, students, families and other visitors to the Dean of Students Office
- Handled sensitive information and materials related to university and student matters with discretion and confidentiality
- Provide coverage for the front desk including answering phones, transferring calls and taking messages for the Dean of Students office staff
- Assist with projects as required, such as preparing materials for distribution, creating spreadsheets, and setting up for events

#### **Intern, Chambliss, Bahner & Stophel P.C. June 2022-Sept 2024)**

- Developed a legal checklist of entity formation for real estate section
- Assisted attorneys with research assignments that were relevant to active cases
- Conducted a background and social media check on 100 jurors for a \$3 million trial
- Witnessed and reviewed wills with paralegals and estate planning attorney
- Uploaded over 10,000 pages of files into database for president and managing shareholder
- Attended meetings with M&A and RE attorneys and assisted with due diligence

#### **Intern, Aslan | FTC Development | Second Story Real Estate Management (June 2024- Aug 2024)**

- Assisted asset manager with a \$100 million portfolio
- Conducted market analyses. Developed questionnaires; telephone surveys; assisted in calculations and quantitative analysis; and researched necessary records and statistics
- Helped financial analyst with real estate reconciliations and with market research
- Reviewed lease agreements, COIs, and conducted late fee audits
- Attended meetings with property managers, brokers, asset managers, and development team
- Conducted site visits with SVN property manager to ensure that properties are maintained

### **Extracurricular Activities:**

- Stanford Real Estate Club (SREC)
- Stanford Golf Club
- Stanford Reformed University Fellowship
- Stanford InterVarsity Fellowship: Black Campus Ministries

### **Awards:**

- Alexander Hamilton Scholar (1/40 Nationally Selected FGLI Civic Changemakers)
- Cancer For College (CFC) Outstanding Philanthropist Award
- ChattanoogaNAACP Branch Ruby Hurley & Annual Winners of the Image Rewards Recipient
- The Gates Scholarship: Cohort VI
- 2023 Jack Kent Cooke Foundation Scholar

- 2023 National Black Caucus of State Legislators: Senator Regis F. Groff Youth Award
- 2024 University of Chicago Expanding Diversity in Economics Summer Institute

## Education

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### Stanford University

N/A GPA - B.S. Computer Science (Artificial Intelligence Route) & Mathematics

Stanford, CA

Expected June. 2027

2024-25 Courses: Programming Methodologies in JavaScript and Python, Data Structures and Algorithms, Standard C++ Programming Laboratory, Mathematical Foundations of Computing, Computer Organization and Systems, Introduction to Probability for Computer Scientists, Linear Algebra, Multivariable Calculus, and Modern Applications, Mechanics

Organizations: Ron Brown Scholarship Program, UNLOCKED (Volunteer), National Society of Black Engineers (NSBE)

## Projects

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### MIT MITES Summer Symposium Project (Machine Learning)

Cambridge, MA June 2023 - July 2024

- Built a theremin-like instrument using a PSoC and ultrasonic sensor, writing over 500 lines of C+ code to generate varying pitches based on proximity and optimizing sensor accuracy through testing.

### i-STEM Scholars Research Program

Atlanta, GA May 2021- August 2021

- Conducted research in computer science and data analysis collaborating with a cohort to solve programming problems by analyzing over 1,000 data points and optimizing algorithms for improved efficiency.

## Work Experience

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### Ethiopian Evangelical Church

Atlanta, GA

Sound Board Intern

April 2023 – January 2024

- Managed and operated the soundboard for live worship services, ensuring optimal audio quality for a congregation of over 300 attendees.
- Assisted in the technical setup and troubleshooting of sound equipment, gaining hands-on experience with live audio mixing, microphones, and sound calibration.

## Leadership Experience

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### Stanford Consult Your Community

Stanford, CA

Outreach Coordinator

September 2024 – Current

- Currently strategizing outreach initiatives to connect with Bay Area organizations, working closely with the team to plan community events focused on financing, grant writing, and entrepreneurial development.
- Beginning to build and maintain relationships with local partners, seeking opportunities to expand CYC's impact while fostering a network of like-minded entrepreneurs and nonprofits.

### The Society of Black Scientists and Engineers

Stanford, CA

Financial Officer

September 2024 – Current

- Currently coordinating funding applications to three key organizations, including the Black Community Service Center and School of Engineering, aiming to secure financial support for upcoming events and conferences.
- Assisting in the planning of logistics for regional and national conferences, managing the registration and travel process for over 20 members while ensuring timely reimbursements and tracking co-sponsorships.

## Skills

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\* Languages & Frameworks: Python, C++, Java, Javascript, HTML, CSS, React JS, Next JS, PyTorch, Tensor Flow

\* Certifications: Microsoft Word, Microsoft Excel, Microsoft PowerPoint

## EDUCATION

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### STANFORD UNIVERSITY

GPA: 3.97/4.00

STANFORD, CA

Sep 2023 – Jun 2027

#### B.A. in Economics, Minor in Data Science

- **Athletic Involvement:** Stanford Division I Fencing Team
- **Campus Involvement:** Stanford Finance, Stanford Women in Business (Director), Scholars of Finance (VP), Blyth Fund

### LEXINGTON HIGH SCHOOL

GPA: 4.15/4.00

LEXINGTON, MA

Sep 2019 – Jun 2023

## PROFESSIONAL EXPERIENCE

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### KKR & CO. (SYLVAN INC. PORTFOLIO COMPANY)

*Private Equity Summer Analyst*

BEIJING, CHINA

Jun 2024 – Sep 2024

- Staffed on multiple deals in collaboration with KKR, each valued at USD \$300M+ EV.
- Reviewed and revised 70+ page confidential information memorandums (CIMs) in collaboration with leading investment banks and consulting firms.
- Constructed and presented investment memos to KKR senior executives including full-LBO model with multi-scenario forecasting, data-driven figures, precedent transactions + comparable company comp sets, and insights from industry expert calls.

### EVERGREEN SERVICES GROUP (ALPINE INVESTORS SPIN-OFF)

*Sourcing Analyst*

SAN FRANCISCO, CA

Jan 2024 – May 2024

- Collaborated with Evergreen's operating executives to establish and develop the company's fifth vertical.
- Performed due diligence and analyses across various industry sectors to evaluate potential acquisition opportunities.
- Supported strategic decision-making by fostering alignment between acquisitions and the company's business model.

### AMINO CAPITAL VENTURE FIRM (TOP 10 FORBES MIDAS SEED LIST 2023, 2024)

*Analyst*

PALO ALTO, CA

Jan 2024 – May 2024

- Constructed and presented pitch decks for managing partners. Documented business model, frameworks, founding vision, growth prospects for portfolio companies and potential investments.
- Participated in seed pitch meetings. Gained direct exposure to entrepreneurs' investment narratives.

## LEADERSHIP & ACTIVITIES

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### STANFORD WOMEN IN BUSINESS

*Director, Board Member*

PALO ALTO, CA

Sep 2023 – Present

- Directed and organized Stanford's Annual Young Women's Leadership Summit 2024 for 250+ attendees.
- Led and developed a robust pre-professional program teaching financial accounting, negotiation strategies, and resume optimization.
- Organized and moderated panels in collaboration with McKinsey, Boston Consulting Group, and Stanford Graduate School of Business for undergraduate students.

### STANFORD DIVISION I FENCING TEAM

*Varsity Women's Foil*

PALO ALTO, CA

Sep 2023 – Present

- Starting member of Stanford's Division I Fencing team, weekly commitment of 20+ hours including training, conditioning, film analysis, and competitions.
- 1 of 2 NCAA fencing student-athletes selected to the USOPC & NCAA fencing pilot program board to support policy revision.

### USA NATIONAL CADET AND JUNIOR FOIL FENCING TEAM

*Team USA Member*

GLOBAL

Jan 2021 – Sep 2023

- Represented the USA in international cadet and junior events in Budapest, Paris, and London
- Entered Stanford ranked 7th on the USA National Points List, maintained a top 10 ranking for the past eight consecutive years
- Best career finishes include Division I Individual 3rd place at USA Summer National Championships (2023), Junior and Division I Individual Top 8 at April North American Cup (2022), and Cadet Team 2nd place at Budapest World Cup (2021).

## ADDITIONAL INFORMATION

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- **Programs:** 2024 Goldman Sachs Virtual Insight Series, Make A Play Foundation NXT Fellow, Recalc Academy, JPMorgan Career.edYOU Academy, Girls Who Invest
- **Skills:** Python (NumPy, Pandas, Scikit-learn), Microsoft Suite, Mandarin
- **Interests:** Vlogging, photography, fishing, running

# ZIHAN WANG

[zwang68@stanford.edu](mailto:zwang68@stanford.edu) · [linkedin.com/in/zihanwang68](https://www.linkedin.com/in/zihanwang68)

## Education

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**Stanford University** – Questbridge Scholar | Computer Science Information Track BS 2027 | GPA: 4.0  
 Relevant Coursework: Programming Abstractions, Programming Methodology, Introduction to R, Multivariable Calculus, Linear Algebra, Physics Mechanics, Physics Electricity and Magnetism

## Skills

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- Proficiency in **Python, R, ASP.NET, Java, JavaScript, JSON, HTML, C#, SQL, C++, Git, Excel, PowerBI**
- Proficiency in **English, Mandarin, Shanghainese, Spanish**

## Project

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- **Air Quality Alert App** – 2,000 global monthly users | [nonprofit, accurate, precise air quality app](#)  
 - Skills: REACT, R, SQL, JavaScript, Cross-Platform Development, UI optimization, Agile Development
- **Rapping with AI** – [AI Rap Lyrics Generator](#) | 1k views on demo video | NLP and Audio Deepfake  
 - Skills: Python, NLP, Text-To-Speech, Data Preprocessing, Backend Development, Collaboration

## Professional Experience

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### Clark County Government Center

Informational Technology Intern

Las Vegas, Nevada

March 2023 – March 2024

- Experienced in frontend and backend web development for 5 government social programs. Implement input masking for forms and better data retrieval algorithm for administrators. Improved user and administrator experience and reduced computing costs.
- Led project team to embed Single Sign-On (Okta) for administrative roles across 10 government websites. Reduce redundant sign-ins for administrators and reduce time.
- Developed Data Analysis Dashboard (Python, R) that updated in real-time for Clark County Police Department with Microsoft PowerBI. Helped to reduce racial, gender, and religious bias in police patrolling.

### Code Ninjas

Lead Computer Science Instructor

Henderson, Nevada

April 2022 – October 2023

- Managed classes totaling over 500 students varying in age and skill levels in Computer Programming and created 10 curriculums
- Organize marketing events with the local Henderson Silver Knights Hockey Team
- Lead and delegate tasks to other instructors, ensuring efficiency in the workplace
- Exercising skills in patience, attention to detail, and de-escalation working with students from age 6-18.

### Make the Road Nevada 501(c)(3)

Community Relations Director

Reno, Nevada

June 2023 – June 2024

- Lobbied for AB73 (k-12 equal representation at graduation ceremonies) which is now signed into law
- Managed organization social media, email, phone, and other electronic communication platforms
- Spoke with press in representation of the Youth Power Project
- Collaboration with other organizations to host 50+ donation drives and community events

## EDUCATION

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### Stanford University, School of Engineering

*Bachelor of Science in Mechanical Engineering, Minors in Economics & Computer Science*

**Stanford, CA**

Expected June 2028

- **GPA:** pending (first quarter)
- **Activities:** Blyth Fund workshop attendee (student investment fund); Stanford Flight Club, Skyrunners Project Team (developing delivery & FPV drones); Stanford Review (student-run newspaper with weekly discussions on current domestic and international topics); Stanford Breakfast Club (cook & serve hot breakfast for the homeless at the Palo Alto Opportunity Center)

### Frankfurt International School (FIS)

*International Baccalaureate Bilingual Diploma in English and German*

**Oberursel, Germany**

June 2024

- **Weighted GPA:** 7.67 / 7; High honors (all semesters); **SAT:** 1540/1600
- **Higher Level courses:** Math Analysis (7), Economics (7), Physics (7), English Literature (6)
- **Awards:** Economics Award (Grade 12); Academic Excellence Award (Grade 11); Cross Country Coaches' Award (Grade 11, 12); British Senior Physics Challenge, Silver Award (2022); Duke of Edinburgh's Award, Silver (2022) & Bronze (2021)
- **Projects/Papers:** Using Markov Matrices to Win in Monopoly; Determining the Optimal Cant Angle for Winglets on Aircraft; Economics policy papers on interest rate increases, taxation of price inelastic goods & transition from preferential to MFN tariffs

## WORK EXPERIENCE

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### Warriors Camp & Summer Academy, Frankfurt International School

*Camp Counselor*

**Oberursel, Germany**

June – July 2024

- Supervised children aged 6-15 over 4 weeks of summer camp (6.5 hours/day), leading activities ranging from active games to creative workshops and bike tours in the surrounding forests; resolved disputes among campers

### European Space Agency (ESA), European Space Operations Center (ESOC)

*Summer Intern*

**Darmstadt, Germany**

June – July 2023

- Selected in highly competitive application process and interview; designed, built, and programmed remote-controlled robotic rover with arm and pitch adjustment mechanism using Python with two fellow interns; worked with field specialists; attended lectures on ESA operations, missions, and recent launches

### Airbus Defense & Space

*Spring Intern*

**Manching, Germany**

April 2022

- Performed tasks in mechanical and electrical assembly with fellow interns and aircraft mechanics; attended lectures on Airbus' international business, engineering, and production; spoke with employees and learned about work as an engineer

## EXTRACURRICULAR ACTIVITIES & LEADERSHIP EXPERIENCE

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### Investors' Club (FIS)

*Co-leader (2020-2024) & Member (2019-2020)*

**Oberursel, Germany**

Feb. 2019 – Feb. 2024

- Researched and presented on financial markets and economics to 90+ members; managed online investing competition on Investopedia each semester; trained next year's leadership; 2019 Winter Investment Competition winner

### Robotics Team (FIS)

*Re-Founder & Co-leader (2023-2024) & Member (2020)*

**Oberursel, Germany**

Sept. 2020 – Feb. 2024

- Re-founded team after it dissolved in 2020 when supervisor left; boosted membership to 14; designed, coded, and 3D-printed for various robots; responsible for budgeting and procurement; mentored middle schoolers; trained incoming leadership

### Varsity Boys' Cross Country Team (FIS)

*Captain (2021-2023) & Member (2020)*

**Oberursel, Germany**

Aug. 2020 – Nov. 2023

- Led team at practices and meets, planned forest runs with coaches; mentored younger runners; fostered team spirit and gave pep talks to motivate and share race strategy; served as full team captain in Grade 12 of all 53 Grade 6-12 runners

### High School Student Council

*Co-leader (2023-2024) & Member (2021-2023)*

**Oberursel, Germany**

Sept. 2020 – Feb. 2024

- Advocated for peers; met approximately weekly with principal; led survey initiative; advised school on student and facility needs; pushed for improved choices and pricing in the cafeteria and coordination of test scheduling; Homeroom Rep. (2020-2021)

### Selective Summer Programs attended from 2020-2023

**Various locations in the U.S. & online**

- Management, Entrepreneurship & Technology (M.E.T.) Innovation Academy (University of California, Berkeley); Introduction to Finance and Investment Management & Future of the Space Economy (Columbia University Program for High School Students); Future of the Business World (The Wharton School, University of Pennsylvania); Johns Hopkins University Center for Talented Youth (CTY); Inspirit AI Scholars

## SKILLS, ACTIVITIES & INTERESTS

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**Languages:** Native English & German (U.S. & German dual citizen – American mother, German father)

**Technical Skills:** Python, Autodesk 360, Microsoft Office (Excel, Word, PowerPoint), 3-D Printing

**Interests:** Investing, entrepreneurship, defense tech, geopolitics, running, weight training, tinkering on & building rockets

**Lauren Williams**+1-650-283-6631 | [lauren28@stanford.edu](mailto:lauren28@stanford.edu) | [LinkedIn Page](#)**EDUCATION****Stanford University****Stanford, CA***Bachelor of Science: Management Science and Engineering, Computer Science Minor**June 2026***Relevant Coursework:** Algebra & Multivariable Calculus, Economic Analysis, Programming, Investment Science**Affiliations:** Stanford Women in Business, On Call Café Executive Lead @ Stanford, Sophomore College 23'**WORK EXPERIENCE***Point Olema Capital Partners – Summer Intern**06/24-09/24*

- Developed a live Excel market tracking workbook and dashboard, used internally during client calls.
- Delivered a quarterly market presentation utilizing a live Excel workbook and client chart pack I built for client quarterly market commentary. Streamlined the research process significantly.
- Led client asset diversification using a dynamic wealth model to achieve strategic asset allocation goals, reduce concentration risk, and manage liquidity around future expenses and capital calls.
- Contributed to weekly client meetings with senior management, discussing portfolio performance, market outlook, and investment strategies. Edited RFP for a potential client, developed valuable materials for client financial education, long-term investing strategies, and diversification, identified errors in holdings

*On Call Café – Junior Executive Captain***Current**

- Support the management of a 50+ person team, ensuring seamless execution of events, and operations across 4 reporting sub-teams. Collaborate with establishments to manage shared facilities, maintaining productive relationships. Align team efforts to ensure initiatives and partnerships support long-term vision
- Strategically partner with external organizations to generate revenue, foster long-term business connections, and increase customer engagement. Spearhead fundraising initiatives to ensure financial stability, including alumni events, tours and continuously fostering future relationships
- Oversee finance team in optimization of budgeting and financial reporting. Implement improved systems to reduce loss of receipts, enhance communication, and achieve cost-saving measures
- Lead 3-step rigorous internal hiring process, ensuring the recruitment and onboarding of highly motivated and capable team members to maintain operational excellence and strong team culture

**ATHLETIC ACTIVITIES & EXPERIENCE***Stanford Men's Rowing Team - Men's Coxswain***Stanford**

- Train 35 hours weekly, lead with initiative and discipline, achieved 8<sup>th</sup> at IRA Championships
- Executing and translating technical changes, led rowers, and enforced culture standards
- Customized feedback for each rower, adapt quickly to instruction under stress

*U19 & U21 New Zealand National Rowing Team - Men's Coxswain***New Zealand**

- Competed at U19 World Rowing Championships, Bulgaria 2021, lead team to 2<sup>nd</sup> at U21 Championships

**LEADERSHIP EXPERIENCE***ASES Breakthrough - Stanford**03/24-06/24*

- 10-week Venture Capital Program for aspiring entrepreneurs & VC investors - B2BSaas focus
- Mentored by Sandhya Hedge, a successful and experienced General Partner at Unusual Ventures
- Analyzed potential companies using KPIs to compose and present a thorough investment memo
- Evaluated YC Combinator pitches and communicated feedback directly to start-up companies

*Freshman Council - Stanford**08/22-06/23*

- Composed financial budget and marketed initiatives for the council

*Outward Bound**1/22-2/22*

- Developed leadership, mental and physical perseverance, and collaboration skills over a 21-day course

**SKILLS**

- Adobe, Microsoft Excel for Finance, Python, C++, Addepar, Economics, Creative Problem-Solving, Reliable

# KAYLA WILSON

757-708-1376 | kwils26@stanford.edu | www.linkedin.com/in/kaylawilson7

## EDUCATION

**Stanford University**, School of Engineering, Palo Alto, CA

*September 2022 - June 2026*

B.S. Management Science and Engineering

- Relevant course work: Probability, Econ, Calculus, Computer Science: Proficient in Python and C++

**Norfolk Academy**, Norfolk, VA

*August 2010 - May 2022*

- Received my high school diploma in May 2022, graduated with honors

## ATHLETIC EXPERIENCE

*Student-Athlete*, **Stanford Women's Varsity Swim Team**, Palo Alto, CA

*September 2022 - Present*

- Commit 20 + hours per week to training, traveling, and swim meets while maintaining a rigorous course load
- 5x All - American as a Sophomore
- Placed 4th at the NCAA Championship Meet, 200 Freestyle (2023)
- 2x Pac-12 Champion, 800 Freestyle Relay, 400 Freestyle Relay (2022), 1x Team Pac-12 Champion (2022), 2x Pac -12 Runner-Up, 200 freestyle (2022 & 2023)
- Led an initiative with the social media director to uplift our social media accounts resulting in better content to market to recruits, alumni, and potential donors
- Learning the importance of leadership, teamwork, and the power of steadfast, hard work to accomplish goals

*U.S Olympic Trials*, **USA Swimming**, Indianapolis, IN

*June 2021 – June 2024*

- Attended Olympic Trials in June 2024. Competed in the 100 and 200 free. Finished 18<sup>th</sup> out of 55 competitors.
- Finished 15th in country at 2021 U.S. Olympic Swimming Team Trials
- Understand how to perform under pressure in big moments

*USA National Team Member*, **USA Swimming**, Colorado Springs, CO

*October 2021 - October 2023*

- Represented USA at the 2023 Pan - American Games in Santiago, Chile earning two gold medals
- Represented USA's Junior National Team at the 2022 Junior Pan Pacs in Honolulu, HI earning two gold and one bronze medal
- Represented USA's Junior National Team at the 2021 World Cup in Berlin and Budapest

*Club Swimmer*, **Tide Swimming**, Virginia Beach, VA

*August 2011 - August 2022*

- Ranked by SwimSwam News as a Top 5 Recruit for Class of 2022
- Spent the majority of my formative years in life committed to a sport that requires tenacity, hard work, sacrifice, planning, and teamwork in order to strive for annual improvements in the 1-3% range

*Co-Captain*, **Norfolk Academy Swim Team**, Norfolk, VA

*November 2021 - February 2022*

- VISAA Swimmer of the Year 2021, broke and still hold VISAA State records in the 200 freestyle and 500 freestyle
- 5x State Champion (200 free, 500 free)
- Developed skills in leadership, communication, self-motivation and discipline to meet personal and team goals

## WORK EXPERIENCE

*Co-Founder of @\_skclothes\_*, **Instagram Clothing Account**, Virginia Beach, VA

*May 2019 - Present*

- Founded a consignment clothing business which generated \$5,000 in revenue in its first year and accruing a 1,200-person following on Instagram
- Marketing daily on Instagram which includes posts and stories to advertise clothing while directly communicating with customers
- Developed skills related to pricing, knowing my customers' buying preferences, marketing and customer service

*Swim Instructor*, **Private Swim Lessons**, Virginia Beach, VA

*June 2021 - Present*

- Teach private swim lessons during the summer months with meaningful success and satisfied and repeat customers

*Virginia Beach Oceanfront Lifeguard*, **VBLs**, Virginia Beach, VA

*May 2020 - August 2020*

- Served as an oceanfront lifeguard, became CPR certified, and went through extensive surf and rescue training
- Honed effective communication skills working with teammates on the beach to ensure patron safety
- Balanced a rigorous 25 hour per week swim training while working 24 hours a week

**MANDY YANG**

Stanford, California | (762) 217-4928 | mandyy@stanford.edu

**EDUCATION**

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**Stanford University**, Stanford, CA Sep 2024 - June 2028  
*BA in Economics and Political Science***Lambert High School**, Suwanee, GA Aug 2020 - May 2024  
*Weighted GPA: 4.64, Unweighted GPA: 4.0, Class rank: 4 of 756***Georgia Institute of Technology, Georgia State Honors College, Lanier Technical College** June 2021 - Apr 2024  
Dual enrollment courses include MATH 1554 Linear Algebra, POLS 1101 American Government, POLS 2401 Global Issues, ECON 2100 Global Economics, RELS 2001 Intro to World Religions, SOCI 1160 Intro to Social Problems, ACCT 1100 Accounting I, ACCT 2102 Accounting II, ACCT 2145 Personal Finance, MKTG 1100, President's List**WORK EXPERIENCE**

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**Pamir Law Group**, Legal Research and Business Consulting Intern, Taipei, Taiwan Jul 2024 - Sep 2024

- Led multi-stakeholder infrastructure projects for zero-carbon supply chain migration, managing consortia across energy, telecom, and construction sectors.
- Created regulatory frameworks and workforce capabilities in nuclear and marine engineering for large Asian and western conglomerates, investment banks, insurance companies, pension funds and private equity firms
- Created training & research materials in partnership with top universities in Taiwan and the Philippines on BRICS, ESG, and carbon investing. Supported government & NGO outreach and advising on sustainable energy transition.

**MDHC Life Technologies**, Business Development Exhibitor, Miami, FL June 2024

- Operated a booth at the Florida International Medical Expo. Provided Spanish translation services. Promoted advanced patented technologies, including an airflow mask, portable oxygen tanks, and deep freezer solutions.

**Stanford Program on International and Cross-cultural Education**, Researcher, Stanford, CA Aug 2023 - Dec 2023

- Among 21 selected nation-wide to engage in a one-semester, intensive study of contemporary China. Explore key issues across politics, economics, social issues, and culture with an emphasis on US-China Relations. Weekly lectures from leading experts and professors, discussions, reading, writing assignments. Conducted research project "China's Innovation Capability: Assessing Metrics and Human Capital & Policy Factors," published 12-page paper.

**Tufts Fletcher School of Law and Diplomacy**, Researcher, Medford, MA May 2023 - Sep 2023

- Collaborated with Prof. Katrina Burgess. Researched Middle Eastern political economy and development, examining "oil" diplomacy and the concept of the migrant rentier state using quantitative research methods. Authored "Leveraging Oil & People: A Case Study Comparison of the Traditional Rentier State and its 21st Century Migrant Model," 13-page paper.

**Emory Goizueta School of Business**, Research Assistant, Atlanta, GA May 2022- Sep 2022

- Worked with Prof. Steve Ahn. Assisted developing curriculum for the International Finance Master's Degree program. Researched numeric/empirical data, innovations for FIN661 Currencies & Commodities, FIN665 Risk Mgmt & Hedging. Attended 5th Annual Goizueta Business Analytics Conference. Assisted editing & reviewing the new edition of the textbook "Microeconomics and Behavior."

**Atlanta Council on International Relations**, Intern, Atlanta, GA Jan 2023 - present

- Organize Diplomatic Dialogue Luncheons and host guests (Penny Prime, Founder of the China Research Center; George Zaharatos, Global Trade Data Leader; Marziyeh Amirzadeh, Co-author of "Captive in Iran;" Lawrence R. Silverman, Former American ambassador to Kuwait; Irfan Vaid, Former U.S. Treasury Financial Attache, etc)
- Create newsletters, email current and potential members. Research and facilitate potential partnerships. Expand ACIR to new demographics through campus presentations

**Forsyth County Elections Office**, Poll Worker, Suwanee, GA Oct 2022 - May 2024

- Assembled and handed out ballot applications, greeted voters and answered questions, managed line, monitored voting equipment, organized printed ballots.

**ACTIVITIES**

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- Stanford Treehacks**, Logistics and Sponsorships Organizer Sep 2024 - present
- Securing and managing \$600k from sponsors (OpenAI, YCombinator, Meta, etc) to run out of the largest collegiate hackathons in the US (1000+ hackers). Provided workshop recommendations to NVIDIA.
- Stanford Social Entrepreneurial Students Association (SENSA)**, Consultant October 2024 - present
- Collaborating with social enterprises to create solutions in investment analysis, market research, product development, and marketing strategy. Training in progress.
- National Security Language Initiative for Youth**, Arabic Scholar, Amman, Jordan June 2023 - August 2023
- Among 16 scholars awarded a competitive State Department fully funded fellowship with stipend to stay with host family, study and research Arabic language and culture at Amman Qasid Institute in Jordan for 7 weeks. Cultural activities and excursions. Achieved Intermediate level on the Oral Proficiency Interview (OPI).
- Youth Give Back**, Founder and Project Coordinator Jul 2020 - present
- Helped build dog park to transform therapy dog program into the 1st school-wide special needs vocational training program in GA; created a wellness room in counselor suite for anxiety support.
  - Created Learning Pals (50 classes, 10 weeks) during the pandemic, provided a platform of interaction and creative education for 180 online students.
  - Partnered with middle schools to write & deliver 1000+ letters to frontline workers.
  - Initiated Un-Judge Campaign to combat stereotypes and mental health stigma.
  - Partnered with Fulton County libraries (largest in GA w/ 626k+ members) to initiate Life-brary: readers choose human "books" to have open conversations and build connection.
  - Conducted local restaurant marketing for women, minority-owned businesses. Grew brand and drove sales, engaged 5,526 Instagram accounts in one month.
  - Regularly organized community service projects, gaining recognition in Forsyth County News, Fulton Library magazine, and Star 94 Atlanta radio.
- Future Business Leaders of America** Aug 2018 - May 2024
- Region 12 Officer, elected as State North Metro VP to serve 20,000+ members in GA (Mar, 2023), Chapter Executive VP of Membership (11), Chapter Treasurer (10). Lead the second largest chapter in GA (550+ members). Awarded Chapter of the Year. Raised \$1,695 for school supply drive. Recruited 40+ new members. State Competitive Event Champion, National top-3 winner (x2). Lead monthly meetings, membership campaigns, and competition workshops.
- Mediating (Im)Possibilities Global Art Exhibit**, Founder and Director. June 2023 - present
- Created digital art gallery and community to highlight global issues through art and give voices to artists. Reached out to artists. Received art from 6 continents, depicting issues in the US, Germany, Egypt, Yemen, South Korea, Nigeria, Mexico, Canada, India, Russia, Jordan, Vietnam, China, South Africa, Venezuela, and Australia. Created email chains, newsletters that amplify the impact of art as a medium for social advocacy.
- Model Atlanta Regional Commission (MARC)** Aug 2022 - Feb 2023
- Co-lead, Cascade Heights Creative Placemaking project. Among 45 students selected to develop actionable solutions to regional issues across Atlanta's 11 counties. Partnered with Cascade Heights to make green spaces more accessible and increase community engagement through heritage art projects in a predominantly Black neighborhood.
- Lambert MUN, Stanford MUN Travel Team**, Chair, Coach Aug 2021 - present
- Organize conference for 1000+ high school students, Mini-MUN for 5 middle schools 2x; set up tech; facilitate parliamentary procedures; decide & present awards; debate foreign and domestic policy; mentor novice debaters—teach techniques, offer advice.

## HONORS

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- **Coca-Cola Scholar** (2024). 1 of 150 selected from 103,800+ nation-wide for \$20,000 scholarship
- **U.S. Youth Ambassadors Scholarship**: Among 25 students nationwide selected to join the State Department U.S. Youth Ambassadors Program to Ecuador to develop grassroot projects in local hosted communities (2023)
- **Winner of \$10,000 Delta Community Give Back Giveaway Contest** (2020, donated to school, helped build a dog park and a quiet room for mental health support 2021-2022)
- **Princeton Prize in Race Relations**: Among 3 elected by southern region to receive a Certificate of Accomplishment for the work to advance racial equity (2023)
- Scholastic Art & Writing: National Gold Medalist, 14x Regional Gold Key, Silver Key, Honorable Mention (2019-2023)
- **Congressional Art Competition**: 1st Place winner for GA 6th Congressional District, watercolor painting "A Glimpse of Taiwan" is displayed for one year at the U.S. Capitol from June 2023.
- **Georgia Governor's Honors Program 59**: Among 40 students selected statewide for the Visual Arts major at the 4 weeks expenses paid residential program for "skilled, knowledgeable, and talented high school sophomores and juniors." Dance minor. (2022)

- **All-State Art Symposium** (3 pieces among 50 accepted across the state, 2023)
- **FBLA: National 2nd & 3rd place winner:** Intro to Business Presentation (National 2nd place), Business Etiquette (National 3rd place); **6X State top-5 winner:** Job Interview (State 1st place), Business Etiquette (State 1st place), Career Development (State 2nd place), Intro to Business Presentation (State 2nd place), Social Media Strategy (State 3rd place), Accounting I (State 5th place) (2019-2023)
- **DECA:** Business Solutions Project (State 1st place), Community Awareness Project (State 2nd place), Accounting (State 5th place) (2021-2022)
- **Carol D. Reiser Youth Service Award:** Finalist, \$500 grant (2022); **America's Promise Power of Youth:** \$300 corporate grant
- **President's Volunteer Service Award** 2x Gold Medalist (2020, 2021)
- **PF Debate** 3x quarterfinalist, 6th speaker award at national competitions (2020-2022)
- **Buildspace's Startup Accelerator Program:** selected out of 32,000 applicants to join Nights & Weekends (2024)

## SKILLS AND INTERESTS

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- *Skills:* Microsoft Office (Excel, PowerPoint, Word), Python
- *Languages:* English (native), Chinese (native), Spanish (advanced), Arabic (intermediate), Korean (elementary)
- *Testing:* 2x AP Scholar with Distinction, 1550 SAT (Evidence-based Reading and Writing: 750, Math: 800)
- *Interests:* visual arts (paid job: Stanford Art Liaison), children's storytelling theater group (Flying Treehouse), journal-editing (Intersect: science, technology, and society journal), swimming, solo-traveling, video production, learning about startups (I'm a scout at GoAhead Ventures)
- *Art website:* <https://mandyyang.crevado.com/> Exhibited at the United States Capitol, High Museum Community Art Show, Scholastic Art & Writing online gallery, Drem Waffle + Coffee Bar. Installed art show at Georgia Governor's Honors Program. Founded True Love Art Club for special needs kids. Published in "Celebrating Art" (x2), ORB x Stanford Collaboration edition (2x)

## EDUCATION

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### STANFORD UNIVERSITY

(Planned) Major in Economics; Minors in Energy and Data Science

GPA: 3.7

Relevant Coursework: Intermediate Micro, Intermediate Macro, Advanced Investment Science, Probability Theory, Multivariable Calculus & Linear Algebra, CS (Python), Intro to R, Accounting, Blockchain & Crypto, Fundamentals of Renewable Power

Stanford, CA

Expected June 2027

### ALHAMBRA HIGH SCHOOL

GPA: 4.7

Alhambra, CA

Aug 2019 - May 2023

## ACTIVITIES

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### BLYTH FUND (Analyst)

Mar 2024 - Jun 2024

- Developed comprehensive pitch presentations, incorporating market trend analysis, Comps and DCF valuations, and a clear buy/sell recommendations with defensible price targets and timelines

### STANFORD TREE HACKS - Biz Token (Competitor)

Feb 2024

- Collaborated on developing Biz Token, a platform to connect small businesses with local investors
- Designed a payment system powered by blockchain to facilitate investments between local investors and small businesses; Implemented NFTs to represent business “shares”; formed decentralized finance system to provide for greater liquidity

### AMPLIFY ME x MORGAN STANLEY x UBS - FINANCE ACCELERATOR SIMULATION (Competitor) Mar 2023

- Experienced both the dynamic roles of being a Market Maker and Asset Manager roles in an exhilarating simulation

## WORK EXPERIENCE

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### HOOVER STUDENT FELLOW

Oct 2024 - Present

- Accepted into the Hoover Student Fellowship Program to work with USC Economics Professor Matthew Kahn
- Analyzing the inefficiencies in infrastructure spending, particularly the California High-Speed Rail's time & cost disruptions.

### SUMMER UNDERGRADUATE RESEARCH ASSISTANT

Jun 2024 - Present

- Assisted USC provost professor of economics and Stanford Hoover Institution Visiting Fellow, Matthew Kahn, and Faculty Director of UCLA Anderson Forecast, Jerry Nickelsburg, on their latest research project.
- Utilized Excel to compile and optimize data on airline fleets for a regression analysis; analyzed the data to investigate the effectiveness of a 2012 EU regulation on carbon emissions in the airline industry.

### WHITTIER TRUST COMPANY (Intern)

Jun 2022 - Jul 2022

- Worked closely with human resources to support employee management and organizational planning
- Leveraged my daily communication with all employees to arrange personal mentorship meetings with company directors
- Sought out learning opportunities with fellow interns. Developed skills for performing due diligence, valuation techniques, and assembling pitch decks.

## PROJECTS

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### APEX INVESTMENT FUND

April 2024 - Present

- Co-founded and managed a hedge fund with a team of peers, holding weekly meetings to analyze market trends, strategize, and execute trades, resulting in an S&P benchmark outperformance of 3.2% since the fund's inception.
- Established the hedge fund as an LLC, handling legal documentation with the Secretary of State, ensuring regulatory compliance, and managing partner capital by coordinating with banks and securing necessary approvals.

## ADDITIONAL

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### Technical Skills:

- Python and R – Data Analysis and Visualizations
- Excel – Financial Valuation Modeling, Data Analysis and Visualizations

**Languages:** English (Fluent), Spanish (Fluent), Cantonese (Conversational), Mandarin (Elementary)

# William Yu (Will)

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## EDUCATION

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### Stanford University

*Bachelor of Science, Data Science - Quantitative Finance Subplan, Minor in Education*

GPA: 3.99

*Relevant Coursework:* Principles of Economics, Principles of Data Science; Multivariable Calculus, Linear Algebra, and Modern Applications; Introduction to Probability for Computer Scientists; Causality, Decision Making, and Data Science

**Stanford, CA**

*June 2027*

## EXPERIENCE

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### Stanford Marketing Group

*Consultant*

- Partner with clients, including Google and Tesla, to develop impactful marketing strategies based on primary and secondary research.
- Deliver data-driven insights and actionable proposals directly to client leadership teams, driving key strategic decisions.

**Stanford, CA**

*Oct 2024 - Present*

### On Call Cafe

*Head of Cafe*

- Manage 40 employees at Stanford's premier student-run, late-night cafe, cultivating On Call Cafe as a central campus hub.
- Enhance service quality by conducting weekly audits, resulting in a 75% improvement in customer satisfaction.
- Oversee new hire onboarding and training, managing shift schedules to optimize team performance and efficiency.

**Stanford, CA**

*Oct 2024 - Present*

### Stanford Spokes

*Finance Manager/Instructor/Cyclist*

- Selected to a team of 6 to bike over 3,800 miles from San Francisco to Washington, D.C. to encourage K-12 students in under-resourced communities to pursue academic studies in STEM.
- Develop psychology curriculum and teach workshops to K-12 student groups ranging from 10 - 40 participants.
- Fundraise and manage a \$30,000 budget via increasing presence on Instagram, LinkedIn, and Facebook to fund cyclists' trip.

**United States of America**

*June 2024 - Present*

### Lick-Wilmerding High School

*Admissions Intern*

- Handpicked as the sole freshman to join a team of 13 admissions leaders.
- Facilitated virtual and in-person tours for 3,000+ prospective families, delivering presentations on panels.
- Trained and mentored 400+ peer ambassadors to deliver engaging and informative tours.
- Strategically managed the @lwlife Instagram page to increase engagement and showcase high school life.

**San Francisco, CA**

*April 2020 - June 2023*

### Junior Economic Club of San Francisco

*Chief Marketing Officer*

- Strategically enhanced social media presence on Instagram, LinkedIn, and Facebook to recruit 50 high-achieving students.
- Spearheaded cold outreach to industry leaders, securing 15+ partnerships for forums and webinars to educate members on business and finance career paths.
- Oversaw a team of 5, driving efficient and impactful outreach efforts through organization and delegation.

**San Francisco, CA**

*April 2020 - June 2023*

## AWARDS

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### National Security Language Initiative for Youth (NSLI-Y)

*Scholarship Recipient*

- 1 of 24 students selected to study language and culture abroad in Jeonju, South Korea for seven weeks on a full-ride scholarship.
- 1 of 70 NSLI-Y alumni selected to Alumni Leadership & Public Service Workshop based on motivation for participation, leadership experience, and commitment to public service. Presented my NSLI-Y experience to the United States Department of State.

**Jeonju-si, South Korea**

*June 2022 - August 2022*

## LANGUAGE AND TECHNICAL SKILLS

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*Technical:* Python, C++, Pandas

*Languages:* Cantonese, Mandarin Chinese, Korean

# Ahmad Zafar

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## Education

### STANFORD UNIVERSITY

**Graduation:** Jun 2026

**B.S. in Computer Science and Mathematics** - 100% Merit-Need Scholarship by Schmidt Futures/Rhodes Trust

Relevant Coursework: Data Structures & Algorithms, Computer Systems and Embedded Systems (CS107e)

## Notable Awards

- **Rise Global Winner 21/ Forbes 100 Most Promising Teens** (0.002% acceptance rate) *Nov 2021*
- **Bronze Medal** - Ken Ken International Mathematics Olympiad *Mar 2019*

## Skills

**Programming:** Python, C++, JavaScript, C, Assembly,

**Technologies:** Lang Chain, Linux, Unix, Git, Kaggle, RISC-V, Mango Pi

## Experience

**Software Engineering Intern, Induced AI** (Backed by Sam Altman) *Jul 2024 - Aug 2024*

- Developed a custom Claude-3 Haiku API wrapper using Lang Chain and implemented custom RAG, improving context-aware AI responses by 15%
- Implemented real-time voice chat functionality and decreased lag between responses.
- Architected an efficient sales pipeline, increasing outreach and improving response rates by 30%

**Technical Product Manager, Medangle Technologies** *Jan 2022 - Jun 2023*

- Executed launch strategy for the product, resulting in a 50% increase in user acquisition within the first quarter.
- Optimized the UI/UX, improving user retention by 40% and increasing daily active users by 8%.

- Led market research and focused on customer needs,

**Intern, Go Ahead Ventures (\$175m fund)** *Jan 2022 - Jun 2023*

- Sourced 5+ potential investment deals, building relationships with 15+ startup founders
- Analyzed 10+ pitch decks and business plans for pre-seed and seed funding, contributing to 1 successful investment

## Projects & Publications

**Piano Tiles Implementation (Mango Pi) | CS107e** *Nov 2024*

- Built real-time rhythm game from scratch on bare metal Mango Pi, implementing custom graphics drivers and hardware abstraction layer
- Developed interrupt-driven I/O system to handle precise button timing and tile synchronization across 4 gameplay lanes
- Engineered complete graphics pipeline for tile animation and collision detection without OS support or external libraries

**Thalassemia App, CTO/CEO- I Survived Corona NGO** *Sep 2020 - Jun 2021*

- Launched and Chaired a national-level venture, connecting 500+ COVID-19 and Thalassemia patients with blood donors.
- Coded an app and website connecting thalassemia patients with nearby blood banks.
- Project shortlisted among top 500 finalists globally in Rise Challenge (out of 50,000 applicants)

**Prostate Cancer-detection Machine Learning Model, Computational Biomedicine Research Student** *Dec 2020 - Jan 2021*

- Optimized a machine learning model on Kaggle to detect prostate cancer with 85% accuracy, utilizing Python.
- Selected among the top 40 students in the country to participate in the research program (Stem Advantage+)
- Secured National Distinction for developing the most accurate model.

**Shoe for the Visually Impaired, Arduino Developer** *Jun 2018 - Jan 2019*

- Engineered a shoe using Arduino, achieving 90% obstacle detection rate in testing
- Tested and reiterated to improve mobility and independence for visually impaired individuals, leading to a 40% increase in user-reported confidence during navigation tasks; Won 3rd national prize in a Graduate-level competition.

**Role of robotic approach in ileal pouch-anal anastomosis (IPAA), Research Assistant NHS** *May 2021- Nov 2021*

- Conceived and designed a study analyzing 500+ cases across 9 studies, leading to publication in a peer-reviewed journal
- Awarded 1st Robotic Prize at ASiT's 47th Annual Conference in Liverpool, UK
- <https://doi.org/10.1007/s11701-022-01490-x>

## Leadership & Extracurriculars

**Founding Director,** Stanford Product Management Club

**Vice President,** Stanford Indo-Pak Dosti Forum

**Organizer,** Stanford ASES Breakthrough Venture Capital Workshop

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**Allen Matkins**

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